

# SPOTLIGHT

JANUARY 2016



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The MOST  
IMPORTANT  
RESOLUTION  
of all...

LIFE INSURANCE  
POLICY





# ★ AGENT TENURE BONUS ★

2016



## NO AGENT LEFT BEHIND

DECEMBER BONUS PAYOUT: **\$132,250**    DECEMBER BONUS QUALIFIERS: **175**

Anthony Adamic	\$1,000	Anita Przybylowicz	\$1,000	David Herchick	\$750	Brian Carmichael	\$500	Jessica Royle	\$500
Chantae Adams	1,000	Maureen Rodriguez	1,000	Roger Humphrey	750	Norma Cueto Galvez	500	Ashley Rust	500
Larry Alexander	1,000	Daniel Rota	1,000	Myriamme Jean-Charles	750	Nuzha Daadouch	500	Toni Sanders	500
Gabriela Becerra	1,000	Tyler Rowsey	1,000	Jennifer Keaney	750	Jon Devault	500	William Silas	500
Ryan Beuc	1,000	Hardik Sheth	1,000	Marie Laine	750	Kayla Fruge	500	Spencer Simmons	500
Marissa Black	1,000	Shelbi Sofranko	1,000	Stacy Lanzo	750	Daniel Fulmer	500	Holly Simpson	500
Clayton Bonner	1,000	Michael Steimle	1,000	John Lavender	750	Karen Gates	500	Christian Smith	500
Anthony Burke	1,000	Shaan Tariq	1,000	Michael LaVolpe	750	Daryl Graham	500	Ronnie Smith	500
Miryam Cabrera	1,000	Brynna Tebbe	1,000	Shannon Longcore	750	Chandler Groves	500	Pablo Solis	500
Kevin Carranza	1,000	Justin Thompson	1,000	Fabiola Lucena	750	Geri Hedrick	500	Todd Sowell	500
Matthew Castelli	1,000	Rudolph Townsend	1,000	Daniel Marino	750	Jodi Holter	500	Zachary Stocum	500
Michael Clower	1,000	Kylee Traffic	1,000	Morgan Mays	750	Shirley Jackson	500	Man Tak Tong	500
Zaneisha Countryman	1,000	Robert Trialonas	1,000	Norri McKibben-Flynt	750	Rebecca Jean	500	Trevis Turner	500
Sandra Diaz	1,000	Suleika Vasquez	1,000	Kamron Mehri	750	Alex Loosli	500	Andrea Usanga	500
Pawel Drozd	1,000	Mahdi Wade	1,000	Dominik Miara	750	Kenneth Manuel	500	John Vacca	500
Samantha Erbe	1,000	Dylan White	1,000	Timothy Moody	750	Deisyray Marvin	500	Kevin VanEpps	500
Ronnie Farah	1,000	Jesse Wilson	1,000	Alexandra Narzisi	750	Raymond Mazzella	500	Travis Vaughn	500
Jason Fisher	1,000	Annette Wilton	1,000	Josielyn Nicolas	750	Ryan Misner	500	Ismael Velez	500
Desarae Freeman	1,000	Bradley Wu	1,000	Amy Pearce	750	Christopher Muraca	500	Aneshia Walker	500
Sanyo Galloway	1,000	David Wyco	1,000	David Peebles	750	Lateline Nofokifolau	500	Brenda Warren	500
Maryury Garcia	1,000	Clayton Zehring	1,000	Santee Pinnock	750	James O'Connell	500	Lance Watson	500
Joshua Garrison	1,000	Crystal Aitaegbebbunu	1,000	Joseph Pizzoferrato	750	Demetrick Parker	500	James Weir	500
Patrycja Grudzinska	1,000	Vincent Andreotti	750	Derek Pratt	750	Shaun Perritt	500	Shantayia Williams	500
Steve Hartman	1,000	Christina Andrews	750	Maria Saldana	750	Cory Rechek	500	Robin Wissmann	500
John Jefferson	1,000	Connie Arnould	750	Elise Scheurer	750	Ramy Ribahi	500		
Nathalie Kanzki	1,000	Joshua Arsham	750	Crystal Session	750				
Matthew Kelly	1,000	Ashley Bailey	750	Rodgerigus Smith	750				
Karen Lamey	1,000	Nicholas Blesso	750	Brittany Taylor	750				
Darren Lawhon	1,000	LaTasha Boyd	750	Joel Trask	750				
Edmund Leddy	1,000	Michael Buckner	750	Epeli Uta	750				
Sijia Li	1,000	Joseph Curran	750	Quita Wallace	750				
Mireya Lopez	1,000	Amber Donewar	750	James Ware	750				
Brian MacDonald	1,000	Krystian Drozd	750	Saif Alkanani	500				
Marysa Maggio	1,000	Jesse Espinoza	750	Mystee Amuketi	500				
Daisy Mayama	1,000	Katherine Flentie	750	Jose Anderson	500				
Brian Melvin	1,000	Luis Garcia	750	Belaid Belkaid	500				
Rachel Mesnard	1,000	Troy Goddard	750	Cori Bowlin	500				
Samuel Munoz	1,000	Dwayne Gomez	750	Stephanie Brockman	500				
Ashraf Nashed	1,000	Dean Guski	750	Christine Bueno	500				
John O'Neal	1,000	Lien Hang	750	Gary Campbell	500				
Shiv Patel	1,000	Ronald Heller	750	Paul Campbell	500				
Todd Powers	1,000	Adam Henton	750	Peter Cappuccio	500				

Eligibility must occur in the 4th, 5th or 6th month of tenure. Tenure month is determined by agent's contract date (first application date) with the Company. Hire/code month is Month One and based on date in the system. Contract month counts as a full month of tenure regardless of whether agent codes on the first day of the month or last day of the month. Agent must have minimum of 84% Net-to-Gross in month 4 - 6

\*Qualifications and guidelines are on the ARC.

# Hawaii

## Six Month Contest

### Current Contest Leaders

#### State General Agents

	SGA	Qtr 4&1 OBJ	Contest Net ALP	% Growth
<b>Cat I&amp;II</b>	<b>Sabrina Lloyd</b>	<b>\$1,905,279</b>	<b>\$1,115,420</b>	<b>58.5</b>
	Surace-Smith	1,583,504	706,317	44.6
	Chris Hernandez	743,632	330,509	44.4
<b>Cat III&amp;IV</b>	<b>Imran Satti</b>	<b>\$500,187</b>	<b>\$255,876</b>	<b>51.2%</b>
	Laura Fisher	676,800	339,556	50.2
	Jamison Weatherspoon	383,520	182,844	47.7
<b>Cat V&amp;VI</b>	<b>Jose Carvajal</b>	<b>\$225,600</b>	<b>\$151,125</b>	<b>67.0</b>
	Souley Bah	225,600	89,810	39.8
	Dorian Oldham	360,960	111,686	30.9
<b>Cat VII&amp;VIII</b>	<b>Randall Cook</b>	<b>\$135,360</b>	<b>\$63,033</b>	<b>46.6</b>
	Eric Cochran	270,982	96,097	35.5
	Raymond Risucci	203,040	64,469	31.8

#### Managing Agents

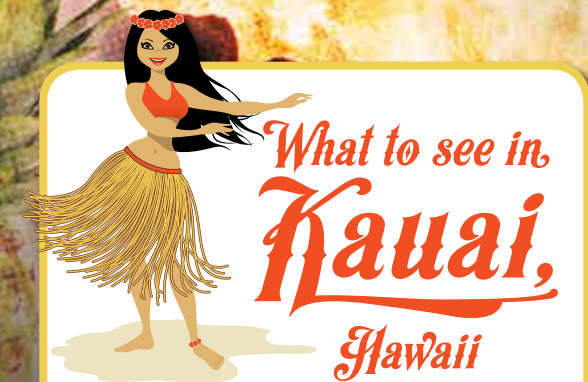
	Name	Associates	Contest Net ALP
<b>PGA</b>	<b>Robert Janev</b>	<b>157</b>	<b>\$980,023</b>
	Thomas Vena	80	365,254
<b>MGA</b>	<b>Marian Sertler</b>	<b>70</b>	<b>\$521,740</b>
	Zach Otto	66	322,564
	Marc Salvaggi	18	198,863
	Robert Kanaan	20	182,335
<b>SA/GA</b>	<b>Andrzej Sertler</b>	<b>9</b>	<b>\$170,386</b>
	Martyna Dudapasieka	17	89,826
	Jasmin Gallaga	11	78,635
	Janet Ramirez	14	75,127
	Robert Schneiderman	10	74,551
	Derek Foore	7	69,809

#### Personal Producers

	Name	Contest Net ALP
<b>Abdel Alkurdi</b>	<b>\$167,061</b>	
Erez Shabtay	142,426	
Ryan Kendl	126,011	
Roghie Hassan Loo	114,881	
Michael van Delft	110,422	
Joey Kennedy	100,001	
Paul Smith	97,990	
Mark Neilson	96,974	
Muhammed Ashraf	96,602	
Patrycja Grudzinska	92,503	
Joachim Jean	88,350	
Thomas King	81,347	
Van Ortega	79,221	
Katie Massart	78,551	
Krystian Drozd	78,366	

#### Public Relations

	Name	Cards
<b>Cat I&amp;II</b>	<b>Robin Andrade</b>	<b>7,545</b>
	Brenda Di Somma	5,556
	Mark Gagliardi	5,279
<b>Cat III&amp;IV</b>	<b>David Blaisdell</b>	<b>8,986</b>
	Mario Soljan	8,339
	Pam Monetti	6,229
	<b>Name</b>	<b>% Growth</b>
<b>Manager</b>	<b>Daryl Barnett</b>	<b>208%</b>



The crown jewel of Kauai, the Na Pali Coast, offers spectacular views of untouched paradise. The sixteen-mile stretch of rugged mountainous coastline boasts lush vegetation, rushing waterfalls and soaring cliffs that drop abruptly into the sea.

While not accessible by car, you may take in the scenery from above on a helicopter tour or from the water on a catamaran cruise, such as Capt. Andy's Sailing Adventures, which also provides snorkeling and dining options. Or, if you are up for a challenge, hike the advanced Kalalau trail starting at Ke'e beach.

Please note: Hawaii Six Month Contest Period October 1, 2015 - March 31, 2016. Contest results show top people in each qualifying category. For full contest details and minimum production requirements, visit [www.aillife.com/arc/spotlight.aspx](http://www.aillife.com/arc/spotlight.aspx).



# Anniversaries

28 Years of Service  
Doreen Ryan-Foti, RGA  
26 Years of Service  
Jerry Hartnett, PR  
24 Years of Service  
Tom Williams, SGA  
20 Years of Service  
Ken Altizer, PR  
18 Years of Service  
Erin McKee, PR  
17 Years of Service  
Bobby Gujral, RGA  
Krissa Hensley, PR  
William Sargent, AGT  
15 Years of Service  
Marcus Bautista, AGT  
Erica Dalager, PR  
David Wang, MGA  
14 Years of Service  
Samuel Cohen, RGA  
Zachary Hart, SGA  
Nancy Myers, AGT  
Ryan Stenglein, RGA  
Thomas Tulowiecki, AGT

13 Years of Service  
Tasha Tucker, AGT  
12 Years of Service  
Devin Phillips, AGT  
11 Years of Service  
Daryl Barnett, PR  
Samantha Chui, SGA  
10 Years of Service  
Larry Chick, AGT  
George Lahamedjian, AGT  
Steve Surace, RGA  
Michael Vasu, SGA  
9 Years of Service  
Jackie Alston, AGT  
Mark Beckford, MGA  
Carlo Bonifazi, AGT  
Kathryn Chaisson, RGA  
Dustin Dunbar, AGT  
Lee Jeffers, MGA  
Daniel Jones, AGT  
Stephen Matous, PR  
AshLynn Ormg, RGA  
8 Years of Service  
Mark Flemm, PR

Nicholas Lorence, RGA  
Amanda Mlinaz, PR  
Katherine Pratt, PR  
Gary Rothman, PR  
7 Years of Service  
Michael Bagueer, AGT  
Maria Diringer, AGT  
Larry Finch, GA  
Dianna Lueke, PR  
Chad Panzer, SGA  
Aaron Parks, GA  
Dan Rubio, AGT  
Daniel Toshner, RGA  
Jessica Wilhite, RGA  
6 Years of Service  
Ruth Charlesworth, AGT  
Hunter Houvener, RGA  
Richard Johnson, GA  
Bradley Kampmeier, MGA  
James Keefer, AGT  
George Murry, PR  
Anna Senra, GA  
Peer Shmelzer, MGA  
James Smith, GA

Judy Spade, PR  
5 Years of Service  
Lora Beronja, AGT  
Howard Dotson, AGT  
Aaron Haynes, SA  
Christopher McFoy, GA  
Kascey Williamson, GA  
4 Years of Service  
Erin Allen, SGA  
Elyse Bryan, RGA  
Iman Chehli, AGT  
Shawntae Collins, MGA  
Christopher Davidson, AGT  
Joshua Dishong, RGA  
Pamela Faircloth, AGT  
Oscar Gastelum, AGT  
Kierra Goodwin, MGA  
Robert Hooper, AGT  
Paul Kelly, RGA  
Shane Knowles, PR  
Jahara Lewis, AGT  
Richard Mansfield, RGA  
Mohammed Moalawi, RGA  
Marcus Moody, GA

Anthony Sava, GA  
3 Years of Service  
Edna Alcazar, AGT  
Glenn Arakawa, GA  
Anacleto Arevalo, GA  
Lisa Bennett, PR  
Nicole Bromley, MGA  
Everton Brooks, AGT  
Justin Crawford, SA  
Komo Davis, GA  
Jeanette Dodd, PR  
Sarah Gilmore, SA  
Meaghan Kehl, MGA  
Holly Lacey, GA  
Phillip McElfresh, GA  
Erikka Michaels, MGA  
Heather Miller, GA  
Grant Myers, MGA  
Nacole Newbold, GA  
David Palmer, GA  
Beth Wilson, AGT  
2 Year of Service  
Adem Abdula, GA  
Tiffany Babin, GA

Jett Barnes, SA  
John Barnes, SA  
Haydee Burrola, GA  
Bradley Christiansen, MGA  
Paul DiVincenzo, AGT  
Tucker Gregor, GA  
James Harding, GA  
Jim Hintze, SA  
Daniel Juskiw, SA  
Iva Kalinova, RGA  
Andrea Kessler, AGT  
Thomas Lafferty, AGT  
Morgan Lobello, RGA  
Robert Locke, GA  
Nikolas Moreschi, MGA  
Murray Nagler, GA  
Jordan Reinhold, MGA  
LaMorris Reynolds, GA  
Melinda Witkop, SA  
Lisa Woodson, AGT  
1 Year of Service  
Robert Adrahtas, AGT  
Eric Antwi, AGT  
Rasaki Are, AGT

Omar Billy, GA  
Blake Bocci, SA  
Eric Boyer, SA  
Casey Cash, PR  
Thomas Christensen, AGT  
Lindsay Clippinger, AGT  
Sean Collins, SA  
DeMario Cooper, AGT  
Timothy Copenhaver, SA  
Christopher Coppage, SA  
Reesa David, SA  
Iris Davis, AGT  
Christopher DiMarco, SA  
Pakisha Dowling, AGT  
Kalen Dugan, GA  
Kyle Fletcher, SA  
Sheyla Flores-Delgado, AGT  
Brenton Franklin, GA  
Alan Fricke, SA  
Eugene Garcia, RGA  
Nicholas Gasparro, AGT  
Richmond Gerrish, MGA  
Eric Antwi, AGT  
Christopher Gray, GA

Pablo Gutierrez-Guzman, AGT  
Christopher Hamilton, AGT  
Mack Hanna, AGT  
Nicole Harrell, SA  
Christian Hedgepeth, SA  
Diana Henry-McCool, SA  
Dexter Hill, SA  
Tamara Hughes, AGT  
Thomas Huynh, SA  
Anthony Iovino, SA  
Jeffery Johnson, AGT  
Bryan Jones, AGT  
Ann Kinnard, AGT  
Michael Laperche, SA  
Brenda Lara Navarro, AGT  
Joshua Lewis, AGT  
Dawid Liniewski, SA  
Chad Matejcek, SA  
Alan Fricke, SA  
Laurie Mazza, MGA  
John McGrath, AGT  
Avalon McLeod, SA  
Noreen McNear, AGT  
Justin Miller, SA

Brazilian Mitchell, GA  
Jacob Montney, AGT  
Wilmer Munoz-Jimenez, SA  
Daveda Newsome, SA  
Alex Normandeau, SA  
Christian Nunez, SA  
Igwe Nwagwu, AGT  
Jennifer O'Reilly, AGT  
Virakbot Oung, GA  
Levi Parrish, AGT  
Mickenly Paul, AGT  
Timothy Penso, SA  
Claude Perry, AGT  
Karla Petatan, GA  
Andrea Pforter, GA  
Angelique Piquion, SA  
Shane Ramage, SA  
Lanae Robinson, AGT  
Scott Ross, SA  
Delevan Roy, AGT  
Brenna Schmidt, SA  
Darcy Schieber, GA  
Andrew Severson, SA  
Jacquelynn Thorpe-Stewart, SA

Maxim Treff, SA  
Silvana Velez, SA  
Robert Walker, AGT  
Raynetta Wallace, SA  
Horatio Ward, SA  
Chelsea Wilbur, MGA  
James Winfield, SA  
Dana Winn, SA  
Ryan Witham, SA  
Aleksandra Wojtach, AGT

# Promotions

Regional General Agent  
Debbie Ezemack  
Morgan Lobello  
Steven Redd  
Master General Agent  
Patrice Amador  
Taylor Black  
Evan Donoghue  
Richmond Gerrish  
Robert Park  
60% General Agent  
Audrey Armstrong  
Kimberly Dennison  
Daniel Fehlberg  
Jeramey Pitman

57.5% General Agent  
David Anderson  
Omar Billy  
Jonathan Black  
Craig Clever  
Conrad D'Souza  
Kenneth Giger  
Joanna Hansen  
Curtis Henderson  
Christina Jauch  
Jonathan Jones  
Matthew Kurey  
Michael LaFreniere  
Christina LaPlant  
Lige Li  
Carlton Mack

Jonathan Maxwell  
Arlene Robichaux  
Rodgeriquis Smith  
Gerrit Stephens  
Janina Wilson  
55% Supervising Agent  
Eric Brock  
Maurice Coleman  
Tanya Dodson  
Juan Garcia  
Jack Dunshie  
Katherine Flentie  
Robin Gonzalez  
Lakisha Green  
Amber Jeanne  
Michael LaPerche

Matthew Powell  
Deleani Reagan  
Nasser Rezaei  
Samuel Robertson  
Elise Scheurer  
Thorin Somers  
Akasha Trujillo  
Afa Tuuolo  
Joseph Walton  
Tyrenna Wesley  
Vincent Workman  
52.5% Supervising Agent  
Ricardo Alanis  
Makena Alexander  
Saif Alkanani  
Byron Belsler

Kenneth Burnett  
Connie Castagno  
Major Clary  
Joshua Collazo  
Christian Cook  
Zaneisha Countryman  
Corriis Davis  
Jennifer DeMartino  
Justine Dennis  
Tanya Jones  
William Foy  
Kayla Fruge  
Trevor Furrer  
Christopher George  
Melanie Gonzalez  
Melissa Gonzalez

Merlene Graham  
Andrew Gunn  
Biruk Haddis  
Lien Hang  
Albert Hendershot  
Jennifer Henderson  
Bryan Hipkam  
Cody Hutchinson  
Lynn Jenkins  
Tanya Jones  
Rafael Kajatt  
Nathalie Kanzki  
MacNeal Lashley  
Francisco Martinez-Chavez  
Steve Mersan  
Lateline Nofoakifolau

Erin Noll  
Max Nozek  
Tereesha Oneal  
Gladis Orozco  
Jeffrey Osburn  
Amy Pearce  
Silvia Pettway  
Casey Pike  
Zonia Ramirez  
Cody Rowe  
Brent Seale  
Emma Sermos  
Richard Sidoti  
Catherine Simmons  
Mathew Simonson  
Rickey Spencer

Cameron J Stanley  
Nikola Subotic  
Darryle Thomas  
Justin Thompson  
Elena Tolstikova  
Diana Vuong  
Shantayia Williams  
Vincent Williams  
Robin Wissmann  
Ryan Witham  
Muhammad Yousaf

Congratulations to Bo. We wish him much success in his expanded role.



**Bo Gentile**  
Senior Vice President  
of Recruiting  
AIL & NILICO



# NEW ISGAs



## Michael Vasu

Houston, TX • January 1

Mike joined AIL and the Surace-Smith office in 2006 after receiving a BA in Political Science and MA in Public Administration. He was promoted to MGA later that year and turned down a full scholarship to law school (his parents have since forgiven him) in favor of pursuing Opportunity Unlimited full time. He cites the leadership of Jim & Marcus, Nick Zangardi and Steve Creer for making him "as ready as I'm ever going to be" for this challenge, which he says "just feels right." Mike has a daughter, Abigail, and lives in The Woodlands.



## Ryan Giddens

Houston, TX • January 1

Ryan joined AIL and the Steve Creer office in 2011 after a career in the fitness industry and being self-employed. He says he didn't fully understand that being an SGA was in reach until he became an MGA and began being personally mentored by Steve, to whom Ryan says he "owes everything." He says the greatest asset that he brings to his office is his "high level of expectation, developing people to go above and beyond." Ryan makes his home in Clearlake.



## Allan Jennings

Dallas, TX • January 18

Allan began his career with American Income in 1996. He became an SGA in 2002, heading SGA offices in Utah, Alabama, California, and with Union Heritage in Ireland. After a brief but busy sabbatical, Allan says he is happy to be back with AIL. "I would die for this Company," he says passionately. "There's no other opportunity out there like it." Allan and wife Emily live in a small Dallas suburb.



Recognizing the achievements of our newer State General Agents



### Randall Cook

Randall led his office to 91.5% growth over December of 2014.



### Albert Serur

Albie and his team had 76.5% growth over December of 2014.



### Krista Thieme

Krista's office had 143.2% growth over December of 2014.



# SHIRT WINNERS

DECEMBER

### INDIVIDUAL PRODUCER

Abbas Abdul-Khaliq  
Robert Adams  
Duke Adujones  
Delores Aguilera  
Yasmeen Akel  
Reynolds Akuamoa  
Jose Anderson  
Joshua Arsham  
Darrell Asbell  
Jesse Atatai  
Eugenia Austin  
Bobby Beasley  
Sarah Beaultieu  
Agnieszka Belcik  
Belaid Belkaid  
Anna Bliziotis Downey  
Richard Boggs  
James Bonaccorsi  
Brendan Bradfield  
Stephanie Brockman  
Christopher Brodeur  
Angela Brown  
Shorne Brown  
Elyse Bryan  
Michael Buckner  
Netia Buford  
Anthony Burke  
Lisa Burleson  
Phillip Campbell  
Stacy Cathell  
Alex Charalambous  
Todd Claringbold  
Lindsay Clippinger  
Kaisee Cogswell

Terika Collins  
Shannah Connors  
Michael Coulthard  
Andrew Covell  
Norma Cueto Galvez  
Crystal Darge  
Neville David  
David Dehmel  
Christopher DiMarco  
Andrew Dorf  
Robert Drake  
Pawel Drozd  
Justin Eitel  
Sue Elias  
Laura Elkins  
Jesse Espinoza  
Antonio Evans  
Lucky Faaititi  
Luis Garcia  
Amandeep Gill  
Kevin Gillum  
Troy Goddard  
Phillippe Godin  
Dwayne Gomez  
Sharif Grays  
Lakisha Green  
Chandler Groves  
David Guzman  
Edy Haddad  
Breann Haley  
Arlo Hall  
Kimberly Hamilton  
Robert J Harris  
DeAnthony Hartman  
Curtis Henderson  
Alta Herpel

Dennis Hickey  
Kayla Hill  
Peter Hudousek  
Roger Humphrey  
Cody Hutchison  
Arnold Iacoviello  
Afeez Ibrahim  
Anthony Iovino  
Mary Jacobs  
Dean Jensen  
Devon Justice  
Payleen Kama  
Zachery Kertulis  
Sonja Koryhaio  
Blaine Kubicsek  
Stephanie Lampkin  
Joshua Latini  
Araceli Leon  
Cameron Lilly  
Shannon Longcore  
Alex Loosli  
Joshua Lowman  
Fabiola Lucena  
Carlton Mack  
Noel Malpica  
Diallo Mamadou  
Christina Marble  
Sauga Matai  
Cristian Matapenagos  
Chad Matejcek  
Raymond Mazzella  
Melanie McClarren  
Christina McGregor  
Lacey McMullen  
Erin Murray  
Rafi Nawabi

Alicia Nieman  
Jesse Nightingale  
Ngozi Okoro  
John O'Neal  
Jesse Onysko  
Oscar Ortiz  
Michal Ortiz  
Kadeem Parkes  
Jesus Parra  
Pita Pelenato  
Dilushi Perera  
Casey Pfeffer  
Ernest Powell  
Derek Pratt  
Matthew Rahim  
Carlo Raimondo  
Viktoria Ramirez-Meraz  
Fred Ranney  
Tonia Reaves  
Crystal Revilla  
Nsilo Reynolds  
Shannon Richards  
Zachary Roach  
Matthew Roughton  
Jennifer Russell  
Ashley Rust  
Paramjit Sangha  
Hardik Sheth  
James Shouse  
Samba Sima  
Robert Skok  
Natalie Soboleva  
Shelbi Sofranko  
Daniel Souza  
Todd Sowell  
Ivan Spehar

Shannon Stewart  
Zachary Stocum  
Travis Stucki  
Jahlil Sunrise  
James Swinton  
Kimberly Tagliavia  
Jamie Tan  
Quadirah Taylor  
Annie Thomas  
Jesus Tolentino  
Man Tong  
Rudolph Townsend  
Steven Trattar  
Alexandria Trentini  
Denise Troian Harper  
Janicki Tyacke  
Andrea Usanga  
Christopher Visnesky  
Aaron Voegel  
Jordan Warner  
Sarah Welch  
Tom Weller  
Clinton White  
Travis Wiley  
Kevin Williams  
Robin Wissmann  
Derek Woo  
Christine Wood  
Jonathan Wylde  
SA  
Marie Campbell  
Connie Castagno  
Mahendra Chauhan  
Jose Garcia  
Mark Hill  
Francis Ingulli

Steve Jensen  
Shams Kaddoura  
Nicholas Lasala  
Ryan Orloski  
Matthew Powell  
Suleika Vasquez  
GA  
Veronica Carrion  
Pamela Randle  
MGA  
Britton Costa  
Joshua Krueger  
Jesse Rennich  
RGA  
Steve Kafkis  
SGA  
Christine Judge

### QUALIFICATIONS

- Individual Producer – \$5,000 ALP in a week
- SA – 2 direct new associates in a month –or– \$5,000 personal ALP in a week
- GA – 4 hierarchy new associates in a month with 2 being direct new associates –or– \$5,000 personal ALP in a week
- MGA – 6 Hierarchy new associates/month –or– \$5,000 personal ALP in a week
- SGA – 100% of F6 Standard for the month
- PR Rep/Marketing Specialist – 2 TGs and 600 cards in a month
- PR Manager – 2 TGs for each of their respective territories in a month –or– personal production of 2 TGs and 600 cards in a month

### CONTEST DATES

April — December, 2015

CONGRATULATIONS to all who qualified!  
Your shirt will be mailed to you shortly.



# The Year of MAXIMUM IMPACT



**Susan Fuldauer**  
Vice President of  
Public Relations Field Operations

**T**HIS IS THE YEAR OF IMPACT, OR AS I'm referring to it, the year of **MAXIMUM IMPACT**. I am challenging Team PR to be the World's Greatest **IMPACT** Makers for our groups, for the communities where we live and work and for our Agency partners. I'm also challenging our sales force to be the World's Greatest **IMPACT** Makers for the members you visit and in our communities.

Coming together to collectively work on our plans and goals for 2016, we create our shared vision. That shared vision has measurement, activities and coordinated efforts that will maximize our **IMPACT** and results.

Working together on our collective **IMPACT** means building trust and relationships with all of our partners. Collectively, our **IMPACT** will take us from common goals to uncommon results. When we work together, learn together and take action together, that collective **IMPACT** is infinite in its ripples. That's **MAXIMUM IMPACT**.

If we are tougher, better at telling our story, more steadfast in our belief in the value we have, more intentional in our activities, more consistent in our results and more critical in our thinking than in the past, nothing will get in our way of having the biggest **IMPACT** ever on those that come into our lives—

### **MAXIMUM IMPACT.**

To become the World's Greatest **IMPACT** Makers, we must be intentional. We must create significance, and believe, visualize and understand that we have abundant opportunity and anticipate that we will achieve success in both our work and personal lives.

Last year, inside the United States, we witnessed horrific and violent attacks on our citizens, one of which included multiple union members whose lives were lost. Unfortunately, the majority of those members belonged to a local that had chosen to let our AD&D benefits lapse for their members. Additional members who were injured or lost lives were of a newly formed local but PR had not yet met with the group's leadership to place the AD&D for the members. What an unfortunate situation for those members and their families.

The group that we had partnered with and had covered under the AD&D policy chose not to renew the benefit program. In the end, those families didn't have the support we could have provided. The group's leadership did not

see the positive **IMPACT** we could provide on both the PR and Agency side. They did not see the tremendous value we provided through the AD&D benefit and the supplemental benefits made available to the member and their families. Nor did they see the value that AIL brings to working families through the public policies and actions we take on behalf of working families to the individual policies that are geared toward working families. Unfortunately, those victims and their families were the ones that suffer from our not being there to do what we do best — providing for those in their darkest hour.

I don't know about you, but I have difficulty thinking about what we could have/should have done collectively to keep the message and real value of what we provide impactful for the group's leadership. I do know that I am committed to making sure that we are seen as significant and our **IMPACT** is positive for everyone we touch through our benefits and actions.

To create this collective **IMPACT**, we must:

- Be intentional in our goals and actions
- Create significance for our groups and members
- Believe there is abundant opportunity and seize that opportunity

This is how we get to **MAXIMUM IMPACT** and continue to be the World's Greatest **IMPACT** Makers in 2016.

Update

## Closer to the Heart



Crystal Dunahee, President of Child Find BC with AIL PR Rep Steve Orchardton and Allig-Orlovic's Director of PR Andrew Haskins

### BRITISH COLUMBIA

**AIL, in partnership with the Allig-Orlovic office, donated \$5,000 to Child Find Canada.**

**Rick Allig said, "Child Find Canada shares our values, and since much of our business is conducted throughout Canada, it was a logical choice to receive our donation."**

**Child Find Canada Inc. (CFC) is dedicated to the personal safety of all children. Their goal is to reduce child victimization by providing programs and services to the Canadian public. They work with provincial Child Find offices and agencies involved in the area of child protection. Funding is provided primarily from individual donors and the corporate community. CFC receives no government funding for its programs and services.**



Scott Rehberg presents a check to Paige's Princess Foundation's Danielle Gingrich, Heather Alessandro (founder), and Wendy Mockabee



Scott Rehberg presents \$5,000 donation to Lee Pennekamp, founder of the Lebanon Warrior Backpack program

### CINCINNATI, OH

AIL, in partnership with SGA Scott Rehberg, made 2 donations of \$5,000 each to Paige's Princesses and to Manna Worldwide for their Lebanon Warrior Backpack program. Scott said these charities were chosen because as small, local charities, the donation will "make a huge impact on their work."

Paige's Princess Foundation was founded in memory of Paige Alessandro, who passed away at age 6 from a vascular disorder. The organization provides small grants to pediatric patients with long-term disabilities to finance equipment or services to enhance the quality of life, mobility and independent function of the child in cases where such treatment is not covered by insurance or other funding sources.

Manna Worldwide is a faith-based organization founded to care for impoverished children around the world. The Lebanon Warrior Backpack program provides a backpack containing six nutritious meals each weekend for students K-6th grade identified by teachers as showing signs of chronic hunger.



# PERSONAL RECRUITING

Unleash Your Career!

**Personal Recruiting** provides opportunity for all **Agents** to earn an **additional monthly income stream** above and beyond regular recruiting efforts performed by Managing Agents!

## DECEMBER TOP PERSONAL RECRUITING AGENTS

By Incentive Structure Payout\*

December Total Payout: **\$197,647**

December Total Qualifiers: **484**



**Michael Clemente**  
\$5,634  
Simon Arias



**Viyarth Vongprachanh**  
\$3,403  
Simon Arias



**John Vacca**  
\$3,252  
Simon Arias



**Martyna Dudapasieka**  
\$2,658  
Sabrina Lloyd



**Robert Kanaan**  
\$2,509  
Imran Satti

NAME	TOTAL
Michael Clemente	\$5,634
Viyarth Vongprachanh	3,403
John Vacca	3,252
Martyna Dudapasieka	2,658
Robert Kanaan	2,509
Tyler Metz	2,285
Ransey Vazquez	2,208
Stephen Giddens	2,120
Felix Salazar	2,052
Phillip Walsman	1,996
Andrzej Sertler	1,995
Derek Foore	1,977
Marc Salvaggi	1,974
Calvin Irving	1,946
Jameetri Washington	1,879
Orby Kelley	1,440
Rasaki Are	1,417
Alma Lozano	1,399
Christopher Shuman	1,363
Svyatoslav Stefanyshyn	1,326
Edward Nguyen	1,301
Jennie Overbey	1,258
Michael Mallia	1,248
Timothy Kieran	1,244
Stephanie Kell	1,231

NAME	TOTAL
Matthew Dawson	\$1,230
Joy Vann-Austin	1,228
Andrew Aaron	1,206
Avi Kauderer	1,166
Samuel Wyco	1,101
Yihao Chen	1,093
Christian West	1,079
Lovevelya Miller	1,075
Kade Beck	1,060
Joshua Dishong	1,054
Kenneth Preston	1,047
Luao Leota	1,026
John Turner	1,020
George Bort	997
Rita Haidinger	986
Anastasiya Chuprovskaya	982
Paul Smith	980
Bonnie Dupre	979
James Jones	929
Nadine Smith-Johnson	929
Steven Rios	925
Tabitha Witherell	896
Oscar Ortiz	896
Jessica Royse	892
Andrew Wagner	887
Crystal Revilla	879

NAME	TOTAL
Denis-Michael Catalano	\$861
Michael May	857
William Dabbs	852
Jesse Wilson	830
Elyse Bryan	829
Russell Manley	828
Johnny Ly	824
Justin Sutton	792
Mack Doby	786
Matthew Hilton	785
I-Perfection Harris	780
Taneshia Solomon	778
Thomas Longino	768
Frank Rodriguez	764
Patrick Cremeans	756
Angelique Lavaly	750
Samuel Cohen	747
Holly Lacey	745
Suleika Vasquez	735
Paul Cossier	726
Tabitha Witherell	722
Corey Helly	720
Jason Bratin	718
Taylor Foster	707
Victor Agurto	692

NAME	TOTAL
Duane Shaw	\$685
Zachary Stocum	685
Derren Chapman	680
Krystian Drozd	671
Rosalie Matthews	666
Pawel Drozd	666
Corey Cox	665
Robin Wissmann	665
Edwin Rosa	654
Violetta Goldman	645
Eugene Garcia	628
Joseph McCallister	623
DeAnthony Hartman	615
Victoria Gonzales	605
John Sparby	596
Joseph Kanaan	583
Jamal Simmons	582
Alon Fischer	582
John Russo	579
Nicholas Scordos	578
Claude Perry	577
Bobby Gujral	566
Cole Hatfield	563
Steve Bryant	551
Martha Garcia	547

NAME	TOTAL
Alberto Alcalá	\$541
Brian Jerome	539
Ela Anae-Ah Sue	533
Matthew Parks	533
Morgan Lobello	529
Matthew Obringer	529
Daniel Juskiw	529
Diane Williams-Lewis	526
Edford Banuel	525
Elvis Durakovic	521
Jessie Morotto	518
Meaghan Kehl	516
Aaron Haynes	515
Brandon Johnson	515
Jacob Bush	514
Jonathan Kinnard	510
Pablo De La Cruz	510
Raphael Musto	508
Thomas Huynh	507
Mondy Tongotea	506
Mireya Lopez	501

## YTD TOP PERSONAL RECRUITING AGENTS

By Number of Personal Recruits\*

YTD Total Personal Recruiting Agents: **2,170**

Total Personal Recruits: **4,311**

NAME	RECRUITS
John Nieves	28
Rita Haidinger	20
Bobby Gujral	20
Kade Beck	19

NAME	RECRUITS
Andrzej Sertler	15
Marc Salvaggi	14
Orby Kelley	13
Tiffany Babin	13

NAME	RECRUITS
Thomas Longino	12
Natalie Linker	11
Mack Doby	11
Janet Ramirez	11

NAME	RECRUITS
Martyna Dudapasieka	10
Alipate Makau	10
Mondy Tongotea	10
Victor Agurto	10

NAME	RECRUITS
Meaghan Kehl	10
Richmond Gerrish	10
Myaa Fallon	10
Jennie Overbey	10

## DECEMBER TOP PERSONAL RECRUITING AGENTS

By Number of Personal Recruits\*

Total Personal Recruiting Agents: **267**

Total Personal Recruits: **328**



**Jennie Overbey**  
6 Recruits  
Christine Judge



**Andrzej Sertler**  
4 Recruits  
Sabrina Lloyd



**Alma Lozano**  
3 Recruits  
Richard Correa



**Ransey Vazquez**  
3 Recruits  
Bob Olson



**Christian West**  
3 Recruits  
Simon Arias

NAME	RECRUITS
Jennie Overbey	6
Andrzej Sertler	4
Alma Lozano	3
Ransey Vazquez	3
Christian West	3
Angelique Lavaly	3
Britton Costa	3
Martyna Dudapasieka	3
Viyarth Vongprachanh	3
Delores Aguilera	2

NAME	RECRUITS
Christopher Akins	2
Alberto Alcalá	2
Alisha Anderton	2
Jordon Barron	2
Courtney Basil	2
Kimberly Bohanan	2
Heather Bubadias	2
James Buch	2
Denis-Michael Catalano	2
Derren Chapman	2

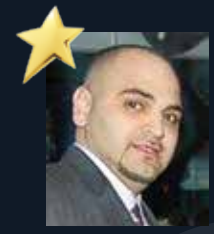
NAME	RECRUITS
Samuel Cohen	2
Matthew Conrad	2
Matthew Dawson	2
Rita Eisentrager	2
Eugene Garcia	2
Luis Garcia	2
I-Perfection Harris	2
Edgar Jara	2
Joel Jesurun	2
Robert Kanaan	2

NAME	RECRUITS
Stephanie Kell	2
Joseph Leonard	2
Andre McCallum	2
Lacey McMullen	2
Matthew Parks	2
Kenneth Preston	2
Kehinda Pryor	2
Steven Rios	2
Carlene Samecken	2
Nicholas Scordos	2

NAME	RECRUITS
Emma Sermos	2
Paul Smith	2
Michael Steimle	2
John Turner	2
Suleika Vasquez	2
Jameetri Washington	2
Jaclyn West	2

## LEAGUE OF CHAMPIONS MEMBERS

By Number of Eligible Personal Recruits\*



**Ransey Vazquez**  
Gold  
20 Recruits  
Bob Olson



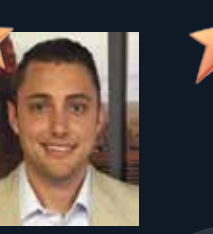
**Andrew Aaron**  
Bronze  
6 Recruits  
Altig-Orlovic



**Kenneth Preston**  
Bronze  
6 Recruits  
Steven Greer



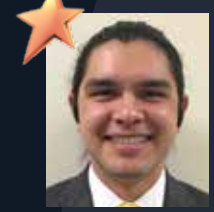
**Steven Rios**  
Bronze  
6 Recruits  
Sabrina Lloyd



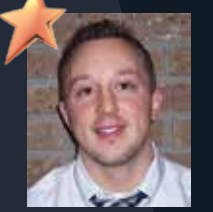
**Christian West**  
Bronze  
6 Recruits  
Simon Arias



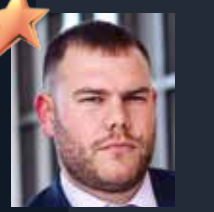
**Christopher Akins**  
Bronze  
5 Recruits  
Laura Fisher



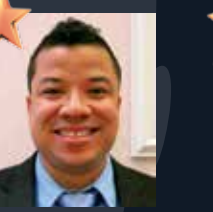
**Denis-Michael Catalano**  
Bronze  
5 Recruits  
Joe Diecedue



**Matthew Conrad**  
Bronze  
5 Recruits  
Surace-Smith



**Joshua Dishong**  
Bronze  
5 Recruits  
Zach Hart



**Mack Doby**  
Bronze  
5 Recruits  
Joe Diecedue



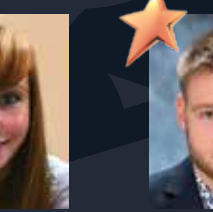
**Troy Elliott**  
Bronze  
5 Recruits  
Eric Cochran



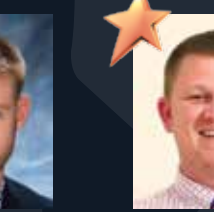
**Taylor Foster**  
Bronze  
5 Recruits  
Richard Correa



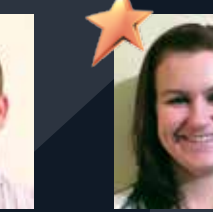
**Violetta Goldman**  
Bronze  
5 Recruits  
Durhon Oldham



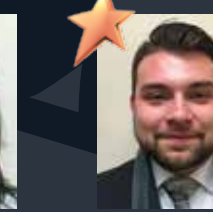
**Patrick Kushla**  
Bronze  
5 Recruits  
Souley Bah



**Tyler Metz**  
Bronze  
5 Recruits  
Simon Arias



**Kelsey Roth**  
Bronze  
5 Recruits  
Sabrina Lloyd



**John Russo**  
Bronze  
5 Recruits  
Simon Arias

\* Top Personal Recruiting Agents listed earned at least \$500  
 \* Top Personal Recruiting Agents listed have at least 2 Personal Recruits  
 \* Spotlight will picture the top 5 Personal Recruiting Agents based on number of Personal Recruits. In case of a tie, top Personal Recruiting Agents will be determined by total Incentive Structure Payout as long as minimum Retention/Net to Gross standards are met.

\* A Personal Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP



# NEW ASSOCIATES

PER MANAGER



## SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Martyna Dudapasioka	7	Sabrina Lloyd	Janet Ramirez	3	Sabrina Lloyd	Matthew Powell	2	Richard Correa	Suleika Vasquez	2	Cisco Perez
Johnny Ly	5	Giglione-Ackerman	Enrique Sandoval	3	Sabrina Lloyd	Elena Riley	2	Laura Fisher	Bryant Logan	2	Phillip Prata
Nathan Hunt	4	Richard Correa	John Turner	3	Durhon Oldham	Elvis Durakovic	2	Giglione-Ackerman	Chirotam Ilokwu	2	Roland-Wrobel
Jordan Lacy	3	Simon Arias	Connie Castagno	2	Altig-Orlovic	Cristina Fox	2	Giglione-Ackerman	Brandon Johnson	2	Roland-Wrobel
Christopher Shuman	3	Simon Arias	Steve Jensen	2	Altig-Orlovic	Ryan Orloski	2	Giglione-Ackerman	Derek Foore	2	Surace-Smith
Amanda Krywy	3	Laura Fisher	Shams Kaddoura	2	Altig-Orlovic	Carlos Garcia	2	Steve Greer	Jason Kuepfer	2	Brian Traboulay
Veasna Keo	3	Don Foti	Francis Ingulli	2	Simon Arias	Mark Hill	2	Matt Henderson	Johnny Castro	2	Williams-Zophin
Karen Mosley	3	Giglione-Ackerman	Mahendra Chauhan	2	Slav Bitman	Jeremy Schroeder	2	Sabrina Lloyd			
Matthew Hilton	3	Zachary Hart	Lilly Mendiola	2	Jose Carvajal	Marie Campbell	2	Bob Olson			
Jasmin Gallaga	3	Sabrina Lloyd	Jose Garcia	2	Cohen-Cohen	Nicholas Lasala	2	Theodore Pappas			

## GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Andrzej Sertler	8	Sabrina Lloyd	Raul Rojas	3	Jose Carvajal	Courtney Griggs	2	Jared Cleckner	Peter Kwiatkowski	2	Chris Hernandez
Phillip McElfresh	7	Simon Arias	Kelvin Fernandez	3	Laura Fisher	Heather Berg	2	Eric Cochran	Jonathan Maxwell	2	Chris Hernandez
Veronica Carrion	7	Bob Olson	Paul Zuzick	3	Laura Fisher	Delmy Diaz-Cervantes	2	Cohen-Cohen	Vincent Meyer	2	Chris Hernandez
Victor Agurto	6	Giglione-Ackerman	Scott Montgomery	3	Don Foti	Jamie Schulz	2	Cohen-Cohen	Kasey Williamson	2	Chris Hernandez
Michael Russo	5	Laura Fisher	Slavita Hut	3	Steve Greer	Joshua Goodman	2	Richard Correa	Duane Shaw	2	Sabrina Lloyd
Christopher McFoy	5	Don Foti	Jason Lee	3	Sabrina Lloyd	Jeramey Pitman	2	Richard Correa	Tucker Gregor	2	Travis Moody
Stephen Giddens	5	Steve Greer	Scott Mudrak	3	Sabrina Lloyd	Kimberle Spooner	2	Richard Correa	Alisha Anderton	2	Dorian Oldham
Andre McCallum	5	Zachary Hart	Robert Schneiderman	3	Sabrina Lloyd	Muzit Berhe	2	James Cunningham	Richard Pazak	2	Bob Olson
Chelsie Otto	5	Sabrina Lloyd	Bryan Fronberger	3	Michael Mandella	Craig Deeken	2	James Cunningham	Sidney Rodgers	2	Bob Olson
Steven Rios	5	Sabrina Lloyd	Kyle Schimizzi	3	Durhon Oldham	Angela Landry	2	Joseph Diecedue	Tarek Elabasy	2	Theodore Pappas
Sandra Sandoval	5	Sabrina Lloyd	Susan Scott	3	Bob Olson	Melissa Quintal	2	Joseph Diecedue	Donte Grant	2	Theodore Pappas
Pamela Randle	5	Bob Olson	Rebyka Watson	3	Bob Olson	David Anderson	2	Laura Fisher	Mahadai Kryshundayal	2	Theodore Pappas
Brent Bowling	5	Surace-Smith	Frank Cordaro	3	Theodore Pappas	Jessica Napiza	2	Don Foti	Christopher Murray	2	Theodore Pappas
Timothy Bugge	4	Simon Arias	Bilal Farsakh	3	Theodore Pappas	Lesina Ah Sue	2	Steve Friedlander	Jason Patryluk	2	Byron Paz
Matthew Obringer	4	Simon Arias	George Taramas	3	Theodore Pappas	Daniel Franke	2	Giglione-Ackerman	Susan Bedrossian	2	Cisco Perez
Alma Lozano	4	Richard Correa	Matthew Bell	3	Phillip Prata	John McDougald	2	Giglione-Ackerman	Sean Hansen	2	Phillip Prata
Adem Abdula	4	Giglione-Ackerman	Jesse Benwell	3	Imran Satti	Christine Barbour	2	Steve Greer	Brendon Comeau	2	Imran Satti
Patricia Cicerale	4	Giglione-Ackerman	Joseph Kanaan	3	Imran Satti	Gilbert Hicks	2	Steve Greer	Holly Lacey	2	Imran Satti
Magdalen Frankin-Holmon	4	Steve Greer	Alexander Spooner	3	Surace-Smith	Kenneth Preston	2	Steve Greer	Jeffrey Hall	2	Albert Serur
DeAnthony Hartman	4	Zachary Hart	Kyle Butler	2	Altig-Orlovic	Erez Shabtay	2	Steve Greer	Lindsey Dettwiller	2	Surace-Smith
Darcy Schrieber	4	Zachary Hart	Joanna Hansen	2	Altig-Orlovic	Patrick Guthrie	2	Mathew Hart	Mike Paragiou	2	Surace-Smith
Amr Shater	4	Theodore Pappas	Brenna Jensen	2	Altig-Orlovic	Shawn Lewicki	2	Mathew Hart	Austin W Smith	2	Surace-Smith
Michael Perez	4	Cisco Perez	Alex Smith	2	Altig-Orlovic	Lamar Livingston	2	Zachary Hart	Justin Barker	2	Brian Traboulay
Jason von Rosenberg	4	Roland-Wrobel	Steven Stensrud	2	Altig-Orlovic	Robert Nolan	2	Zachary Hart	Richard Johnson	2	Jamison Weatherspoon
Kevin Ishikane	3	Altig-Orlovic	Alix Albright	2	Simon Arias	Michael Stuver	2	Zachary Hart	Marcus Moody	2	Jamison Weatherspoon
Ashley Ruhl	3	Altig-Orlovic	Jonathan Boyd	2	Simon Arias	Gregory Graham	2	David Hausman	Tiffani Tavormina	2	Jamison Weatherspoon
Matthew Cessna	3	Simon Arias	Aaron Parks	2	Simon Arias	Julia Loboda	2	David Hausman	Donald Gregoire	2	Williams-Zophin
Sokol Fazliu	3	Simon Arias	Michael Russin	2	Simon Arias	Mary-Delores Ayarzagoitia	2	Matt Henderson	Donrie Purcell	2	Williams-Zophin
Brian Gilmore	3	Simon Arias	Menno Glick	2	Souley Bah	Michelle Martinez Aviles	2	Matt Henderson			
Lalitha Janardhanan	3	Slav Bitman	Joseph Quintons	2	Samantha Chui	Michael Coulthard	2	Chris Hernandez			

## MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Marian Sertler	21	Sabrina Lloyd	Bobby Szwaja	5	Theodore Pappas	Patrick Bendure	4	Surace-Smith	Alexandra Graham	3	David Hausman
Zach Otto	10	Sabrina Lloyd	Matthew Conrad	5	Surace-Smith	Timothy Kieran	4	Raymond Risucci	Beau Locker	3	Matt Henderson
Harold Durana	8	Don Foti	Marc Salvaggi	5	Surace-Smith	Darrell Asbell	3	Altig-Orlovic	Cara DeFiore	3	Chris Hernandez
Robert Kanaan	8	Imran Satti	Julianne Scavo	4	Erin Allen	Trevor Mayer	3	Altig-Orlovic	Christina Meyer	3	Sabrina Lloyd
Jesse Rennich	7	Simon Arias	James DePetro	4	Simon Arias	Joshua Olin	3	Altig-Orlovic	Cynthia Schneiderman	3	Sabrina Lloyd
Joshua Krueger	7	Richard Correa	Herman Fennell	4	Samantha Chui	AshLynn Orng	3	Altig-Orlovic	Alex Torruella	3	Sabrina Lloyd
Joshua Dishong	7	Zachary Hart	Carl Carlberg	4	Cohen-Cohen	Tina Phongsavath	3	Altig-Orlovic	Mathew Mealey	3	Travis Moody
Ryan Fickert	7	Zachary Hart	Sean Velasquez	4	Cohen-Cohen	Joseph Tomanovich	3	Altig-Orlovic	Angel Martinez	3	Dorian Oldham
Ransey Vazquez	7	Bob Olson	Andrew McQuade	4	Richard Correa	Justin Adams	3	Simon Arias	Robert Smith	3	Durhon Oldham
Britton Costa	6	Simon Arias	Devon Chapman	4	James Cunningham	Michael Clemente	3	Simon Arias	Alon Fischer	3	Theodore Pappas
Matthew Diulus	6	Simon Arias	Ryan Hall	4	Laura Fisher	Pablo De La Cruz	3	Jose Carvajal	Mohammed Moalawi	3	Theodore Pappas
Corey Helly	6	Giglione-Ackerman	Brian Zuzick	4	Laura Fisher	Stephen Jeung	3	Cohen-Cohen	Angel Patryluk	3	Byron Paz
Rodney Ward	6	Zachary Hart	Craig Strompf	4	Cindy Furer	Matthew Turnquist	3	Richard Correa	Timothy Wilson	3	Phillip Prata
Begona Patino-Lopez	6	Cisco Perez	Magda Figueiredo	4	Giglione-Ackerman	Duni Olusegun	3	James Cunningham	Minh Phung	3	Scott Rehberg
Michael Musso	6	Williams-Zophin	Jack Keiderling	4	Giglione-Ackerman	Todd Glazer	3	Joseph Diecedue	Aaron McLean	3	Imran Satti
Thomas Vena	5	Simon Arias	Taneshia Solomon	4	Steve Greer	Richmond Gerrish	3	Laura Fisher	Ryan Bisanz	3	Brian Traboulay
Patrick Knouse	5	Slav Bitman	Jameetri Washington	4	Steve Greer	Stephen Hill	3	Steve Friedlander	Michael Shaba	3	Brian Traboulay
John Nieves	5	Richard Correa	Brett Gryska	4	Durhon Oldham	Michael Gerstein	3	Giglione-Ackerman	Brandon Teter	3	Jamison Weatherspoon
Gabriela Sime	5	Laura Fisher	Natalie Linker	4	Bob Olson	Morgan Lobello	3	Giglione-Ackerman	Jessica Wilhite	3	Jamison Weatherspoon
Ryan Giddens	5	Steve Greer	Syed Quadri	4	Theodore Pappas	George O'Shea	3	Giglione-Ackerman	Charley Forshee	3	Jeremy Welch
Andre Bent	5	Bob Olson	Atta Saleh	4	Theodore Pappas	Ernest Powell	3	Steve Greer			
Sheila Downey	5	Bob Olson	Somprathai Sopha	4	Roland-Wrobel	John Young	3	Steve Greer			

## RGAs

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Robert Janev	34	Sabrina Lloyd	Steve Kafkis	19	Bob Olson	Michael Laramie	18	Steve Greer

**NEW ASSOCIATE** – \$1,200 contract-to-date new agent

**THE MINIMUMS FOR RECOGNITION ARE:**  
**SA & GA** – at least two new associates during the month  
**MGA** – at least three new associates during the month  
**RGAs** – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.





**Bo Gentile**  
Senior Vice President  
of Recruiting

**I**N this day and age of LOL or ROFL or WTH, I felt it only fitting to find a way to make an acronym out of our 2016 **IMPACT** slogan. During the recruiting process, our goal is to attract the best talent to a management or leadership role within our agencies. The key to this being successful is for it not to stop during the recruiting process, and to continue throughout a recruit's entire career. How we make sure this happens consistently is to take each part of **IMPACT** and execute it to the fullest. ☺

**I****NTERACTIVE** How you interact, making sure that your focus is on what they need and want and helping them to achieve it — this is how the agents you train will feel connected to you. It creates value in the relationship. Remember, they are comparing everything that is happening in training to what they were told when they were being recruited.

**M****ANAGEMENT** Just as parents want their kids to have it better than they did, we should strive for the next group of managers to always be better than the last. You accomplish this by having leadership development meetings to create a team that everyone desires to be a part of. They see the value and rewards of being a part of your management team. And they will go on to help you create the next team of the best and the brightest.

**P****PROMOTING** This is a simple one: let's not make it tougher on the people we are leading to achieve the same position. Always be inspecting that your management team is focused on promoting people to the next level vs. setting standards that they themselves would not have achieved to have received their promotion.

**A****GENTS** "Never forget where you came from." Moving into management and being promoted can only happen if people are committed to presenting the same opportunity that was given to them. Their success will be based on their ability to recruit new **AGENTS**.

**C****AREER** People join your agencies because they come from a **JOB** to being 100% bought-in to a career that will

1. Take care of their family.
2. Take care of customers' families.
3. Help them in their management career to take care of new agents in the same manner (or better than) they were.

**T****RACK** If you are running a race or driving on a track, you know where the finish line is. But you need to make sure you're heading in the right direction to get there. This is how the most successful managers in your agency have accomplished their goals. They started with the finish line in mind, however their manager made sure they had a clear track and vision to achieve their career goals.

**You're worth more.**  
The national median income for insurance sales Agents is \$47,860 per year<sup>1</sup>

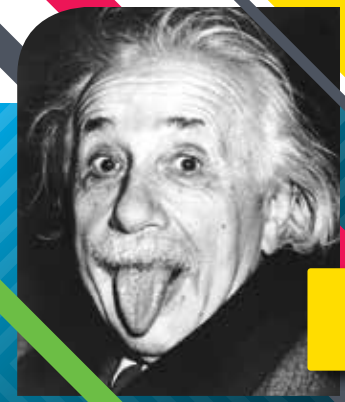
**In 2014 American Income Life Agents earned an average of \$54,470<sup>2</sup> and the top veteran Agent earned \$547,263<sup>3</sup>**  
The number of insurance Agents is expected to grow 10% from 2012 to 2022<sup>4</sup>

1. Bureau of Labor Statistics, U.S. Department of Labor, Occupational Employment and Wages, 2014, Insurance Sales Agents, http://www.bls.gov/oes/current/oes133021.htm  
2. Average commission income for Agents who produced for all of 2014 per Company statistics. Results are typical but not guaranteed. Actual amounts can vary based on individual results.  
3. Top veteran Agent commission income for 2014 per Company statistics. Results are not guaranteed. Actual amounts can vary based on individual results.  
4. Bureau of Labor Statistics, U.S. Department of Labor, Occupational Outlook Handbook, 2014-15, Insurance Sales Agents, http://www.bls.gov/oes/current/oes133021.htm

**MAKE AN IMPACT WITH NEW RECRUITING CARDS!**  
**AC-120**  
Ready to order via **CAS Supply**  
*NILICO version to come!*

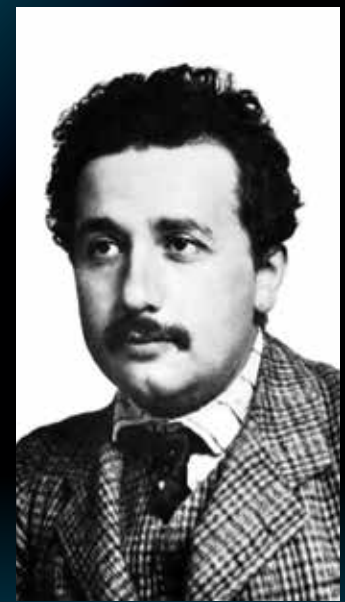
How much do you know about the famous people who grace our 2016 **IMPACT** theme graphics?

What **IMPACT** did they make and how does that relate to our ability as individuals and collectively to make an **IMPACT**?



# ALBERT EINSTEIN (1879-1955)

**B**est known in popular culture for the world's most famous equation:  $E=mc^2$ , he published more than 30,000 unique scientific and non-scientific documents. He received the Nobel prize for Physics in 1921. Einstein's intellectual achievements and originality have made his name synonymous with "genius."



Pacifist and passionate supporter of civil rights

Taught himself the violin well enough to perform socially with a small group of professionals.

Born in Germany, he was visiting the US when Hitler came to power in 1933. Being Jewish, he could not return and became a US citizen in 1940.

Although he received exceptional grades in physics and mathematics, Einstein failed the general portion of the university entrance examination.

For 2 years after graduating, Einstein was unable to secure a teaching position and worked in the Swiss patent office evaluating patent applications.



*Food for Thought:*  
**"Strive not to be a success, but rather to be of value."**  
- Albert Einstein





# 10 REASONS *not* TO BUY LIFE INSURANCE

1. YOU PLAN TO LIVE FOREVER
2. YOU ARE IMPERVIOUS TO SICKNESS AND BODILY INJURY
3. FUNERALS ARE FOR THE LIVING *(Besides, a hole in the backyard sounds alright to you)*
4. YOU WON MILLIONS IN THE LOTTERY *(Congrats!)*
5. YOU RECEIVE LIFE INSURANCE THROUGH YOUR WORK *(Hopefully you plan to stay there until you need it)*
6. YOU'RE INDEPENDENTLY WEALTHY
7. YOU DON'T LIKE THINKING ABOUT DEATH *(How morbid!)*
8. YOU ARE SUPERHUMAN
9. YOU DON'T CARE WHAT HAPPENS TO YOUR CHILDREN AND GRANDCHILDREN WHEN YOU'RE GONE
10. YOU DON'T KNOW HOW MUCH YOU NEED OR WHAT TYPE TO BUY *(If only there were someone to explain it to you...)*



## Dear Future SGA

Whether you are new to our company or someone with tenure, if you have ever wondered what you had to accomplish in order to be promoted to State General Agent, the answer is simple — achieve these four levels.

### SGA Career Track

#### Level 1: Qualify

To qualify you must meet the following criteria:

- 2 years tenure with AIL/NILICO
- Be on an MGA/RGA Contract
- Production of at least \$225,000 of 1st Six Mo. Agent production (Last 12 Months)

#### Level 2: Interview

You will be flown to McKinney, Texas for dinner and an interview. During this time you will also learn about the budgetary and start-up process for new SGAs.

#### Level 3: Follow Up

Home Office will schedule a follow-up call with you and your SGA 60 days after your interview to discuss your progress in the areas of recruiting, production and quality. If you are still growing and moving forward, we will prepare for Step 4.

#### Level 4: Get an Offer

After conferring with your SGA, the Home Office will contact you to:

- Let you know what territory/territories we are offering
- Discuss who may be going with you. (Your SGA can protect one person whom they feel they need to keep.)

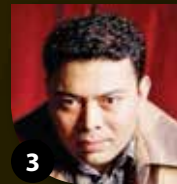




**1**  
EREZ SHABTAY  
HOUSTON, TX



**2**  
ABDEL ALKURDI  
LOMBARD, IL



**3**  
MUHAMMED ASHRAF  
FLUSHING, NY



**4**  
JOEY KENNEDY  
HENDERSONVILLE, TN



**5**  
JOACHIM JEAN  
BURLINGTON, MA



**6**  
MICHAEL VAN DELFT  
HALIFAX, NS



**7**  
KATIE MASSART  
COCHRANE, AB



**8**  
RYAN KENDL  
SANTA ROSA, CA



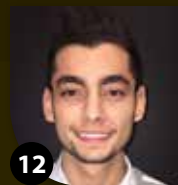
**9**  
ROGHIE HASSAN LOO  
TORONTO, ON



**10**  
CHARLES ROY  
HALIFAX, NS



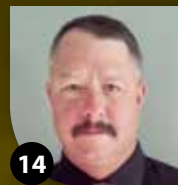
**11**  
AARON HAYNES  
PITTSBURGH, PA



**12**  
NEDAL KAWASH  
SCHAUMBURG, IL



**13**  
PATRYCJA GRUDZINSKA  
SCHAUMBURG, IL



**14**  
MARK LOMONACO  
IDAHO FALLS, ID



**15**  
RANJANA CHOPRA  
TORONTO, ON



**16**  
ALVIN ALI  
CONCORD, CA



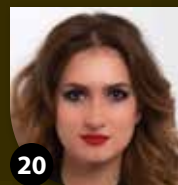
**17**  
NOAH MILLER  
PITTSBURGH, PA



**18**  
LORA BERONJA  
MENOMONEE FALLS, WI



**19**  
JOSHUA RUSH  
ROSEVILLE, MN



**20**  
MARYNA SEMENOVA  
SCHAUMBURG, IL

## ICEBREAKERS



**JONATHAN WYLDE**  
HALIFAX, NS



**DEBRA SMALL**  
BURLINGTON, MA



**ARACELI LEON**  
SCHAUMBURG, IL

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

## DECEMBER PRODUCTION

Rank	Net ALP	NTG	RET	MGA	SGA
1	Erez Shabtay	\$60,783	95.7	Nicole Sanders	Steve Greer
2	Abdel Alkurdi	53,986	70.2	David Wang	Bob Olson
3	Muhammed Ashraf	46,794	86.8	Muhammed Ashraf	Theodore Pappas
4	Joey Kennedy	43,112	78.2	AshLynn Orng	Altig-Orlovic
5	Joachim Jean	41,858	82.3	Ryan K Hall	Laura Fisher
6	Michael van Delft	40,794	88.9	Salman Satti	Imran Satti
7	Katie Massart	40,404	96.7	John M McGrath	Altig-Orlovic
8	Ryan Kendl	38,441	94.5	Nicholas Lorence	Altig-Orlovic
9	Roghie Hassan Loo	37,116	78.4	Roghie Hassan Loo	Josh Chalom
10	Charles Roy	36,793	95	Robert Kanaan	Imran Satti
11	Aaron Haynes	33,607	74.5	Antonio Reyes	Simon Arias
12	Nedal Kawash	31,709	100	Marian Sertler	Sabrina Lloyd
13	Patrycja Grudzinska	31,555	90	Marian Sertler	Sabrina Lloyd
14	Mark Lomonaco	31,103	80.7	Richard Mansfield	Altig-Orlovic
15	Ranjana Chopra	30,980	79.0	Jordan Chalom	Josh Chalom
16	Alvin Ali	29,203	82.0	Harold Durana	Don Foti
17	Noah Miller	29,201	86.0	James DePetro	Simon Arias
18	Lora Beronja	28,085	83.5	Rebecca Klebsch	Chris Hernandez
19	Joshua Rush	27,898	85.5	Joshua Rush	Chad Deley
20	Maryna Semenova	27,260	100	Marian Sertler	Sabrina Lloyd
21	Rubin Chaimov	26,675	88.3	Syed Quadri	Theodore Pappas
22	Joseph Sarasin	25,606	75.1	Patrick Bendure	Surace-Smith
23	Andrea Kessler	25,449	82.4	Charles Ferrari	Simon Arias
24	Tyler Rowsey	23,772	93	Matthew Diulus	Simon Arias
25	Ashley Rust	23,611	96	Joy Vann-Austin	James Cunningham
26	Gian Trinidad	21,621	82.0	Bobby Gujral	Altig-Orlovic
27	Justin Eitel	21,618	83	Thomas Vena	Simon Arias
28	Michael May	21,609	89.5	Thomas Vena	Simon Arias
29	Priscila Gonzalez	21,390	86.4	Bobby Szwaja	Theodore Pappas
30	Lily Sakai	20,906	93.2		Cohen-Cohen
31	Ronald Rivera	20,842	90.6		Cohen-Cohen
32	Mike Allen	20,655	81.6	Mike Allen	Travis Moody
33	Wilmer Munoz-Jimenez	20,654	84.7	Ryan K Hall	Laura Fisher
34	Daveda Newsome	20,222	76.3	Thomas Vena	Simon Arias
35	Jonathan Wylde	20,187	99	Robert Kanaan	Imran Satti
36	Mike Sukhbaatar	20,164	92.2		Daniel Umbertone
37	Elyse Bryan	20,126	71.0	Elyse Bryan	Souley Bah
38	Matthew Cessna	19,924	78.3	Justin Adams	Simon Arias
39	Nicole Harrell	19,889	77.2	John Young	Steve Greer
40	Van Ortega	19,799	82.5	Rafi Nawabi	Altig-Orlovic
41	Sultan Deckard	19,713	77.0	Antonio Reyes	Simon Arias
42	Alfred Uipa	19,659	71.6	Stephen Hill	Steve Friedlander
43	Tarek Elabasy	19,552	78.0	Syed Quadri	Theodore Pappas
44	Emil Mohareb	19,465	82.8	Atta Saleh	Theodore Pappas
45	Ariel Demesa	19,014	90	Michael Gerstein	Giglione-Ackerman
46	Jesus Tolentino	18,954	100	Morgan Lobello	Giglione-Ackerman
47	Joey Sales	18,601	94.5	Jonathan Emura	Altig-Orlovic
48	Jose Lopes	18,503	71.1	Jose Lopes	Philip Prata
49	Anthony Iovino	18,377	80.7	Mohammed Moalawi	Theodore Pappas
50	Kashala Guiden	18,244	77.2	Zach Otto	Sabrina Lloyd

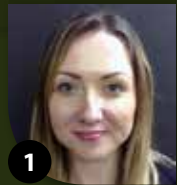
ALL TIME RECORD: MARK NELSON \$159,402 Net ALP

## YTD PRODUCTION

Rank	Net ALP	NTG	RET	MGA	SGA
* 1	Abdel Alkurdi	\$465,456	70.2	David Wang	Bob Olson
* 2	Paul Smith	322,067	83.9	Patrick Bendure	Surace-Smith
* 3	Michael van Delft	316,646	88.9	Salman Satti	Imran Satti
* 4	Roghie Hassan Loo	312,631	78.4	Roghie Hassan Loo	Josh Chalom
* 5	Erez Shabtay	283,298	95.7	Nicole Sanders	Steve Greer
* 6	Katie Massart	283,235	96.7	John M McGrath	Altig-Orlovic
* 7	Joey Kennedy	273,379	78.2	AshLynn Orng	Altig-Orlovic
* 8	Ryan Kendl	261,958	94.5	Nicholas Lorence	Altig-Orlovic
* 9	Thomas King	260,533	88.2	Darrell Asbell	Altig-Orlovic
* 10	Joachim Jean	260,254	82.3	Ryan K Hall	Laura Fisher
11	Alvin Ali	243,363	82.0	Harold Durana	Don Foti
12	Van Ortega	234,354	82.5	Rafi Nawabi	Altig-Orlovic
13	Joseph Sarasin	231,971	75.1	Patrick Bendure	Surace-Smith
14	Mark Lomonaco	224,062	80.7	Richard Mansfield	Altig-Orlovic
15	Dustin Dunbar	215,950	90.1		Altig-Orlovic
16	Max Quasem	212,215	87.2		Cohen-Cohen
17	Muhammed Ashraf	211,809	86.8	Muhammed Ashraf	Theodore Pappas
18	Lily Sakai	201,514	93.2		Cohen-Cohen
19	Ronald Rivera	200,271	90.6		Cohen-Cohen
20	Daniel Li	183,934	71.2	Patrick Stengelin	Altig-Orlovic
21	Bruce Tan	183,763	88.4	Jonathan Emura	Altig-Orlovic
22	James Keefer	181,955	85.6	Thomas Vena	Simon Arias
23	Mike Sukhbaatar	178,523	92.2		Daniel Umbertone
24	Joey Sales	176,389	94.5	Jonathan Emura	Altig-Orlovic
25	Matthew Cessna	173,855	78.3	Justin Adams	Simon Arias
26	Ruben Soberanes	172,764	86.5	Doreen Ryan-Foti	Don Foti
27	Lesina Ah Sue	168,597	71.3	Stephen Hill	Steve Friedlander
28	Alan Sedaghat	168,102	84.5	Bobby Gujral	Altig-Orlovic
29	Gary Gooden	166,026	71.0	Brandon Teter	Jamison Weatherspoon
30	Daniel Toshner	162,961	86.0	Joshua Olin	Altig-Orlovic
31	Kaleiokamaile Viena	161,687	81.7	Jonathan Emura	Altig-Orlovic
32	Shalom Chaimov	161,289	82.7	Syed Quadri	Theodore Pappas
33	William Parmeter	160,077	77.8	Hal Herman	Durhon Oldham
34	Myaa Fallon	157,406	81.5	Zach Otto	Sabrina Lloyd
35	Richard Carter	156,313	86.6	Nicholas Lorence	Altig-Orlovic
36	Cathleen Hairston	156,241	87.7	Mark Beckford	Slav Bitman
37	Sam Chan	156,094	80.4	Paul Samra	Don Foti
38	Benjamin Ainscough	153,728	77.4	Troy Plummer	Altig-Orlovic
39	Mack Hanna	153,589	78.5	Patrick Bendure	Surace-Smith
40	Amy Shui	150,218	84.1		Giglione-Ackerman
41	Mark Neilson	149,574	88.8	Nicholas Lorence	Altig-Orlovic
42	Jesusdieu Portilus	148,140	88.3	Fritznel Octave	Williams-Zophin
43	Bryan Juskiw	148,020	86.7	David Guzman	Surace-Smith
44	Scott Florin	147,994	86.8	Ryan Fickert	Zachary Hart
45	Mahadai Kryshundayal	146,701	92.9	Muhammed Ashraf	Theodore Pappas
46	Sherry Schick	145,682	92.9	John M McGrath	Altig-Orlovic
47	Scott Remmey	144,568	90.6		Giglione-Ackerman
48	Kalen Dugan	144,175	78.9	Angelique Lavalley	Don Foti
49	Alfred Uipa	143,836	71.6	Stephen Hill	Steve Friedlander
50	Nicole Harrell	143,532	77.2	John Young	Steve Greer

ALL TIME RECORD: JOSHUA DISHONG \$756,403 Net ALP





1

**MARTYNA DUDAPASIEKA**  
SCHAUMBURG, IL



2

**DEREK FOORE**  
BOARDMAN, OH



3

**JENNA GRULA**  
PITTSBURGH, PA



4

**JANET RAMIREZ**  
SCHAUMBURG, IL



5

**MATTHEW DAWSON**  
BOARDMAN, OH



6

**TAD TEETERS**  
BOARDMAN, OH



7

**EDWARD NGUYEN**  
TRACY, CA



8

**JOHNNY LY**  
EATONTOWN, NJ



9

**PHILLIP WAISMAN**  
HALIFAX, NS



10

**STEVE BRYANT**  
HOUSTON, TX

## DECEMBER PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Martyna Dudapasieka	\$136,251	\$142,656	90	Marian Sertler	Sabrina Lloyd
2	Derek Foore	85,261	99,986	76.0	Marc Salvaggi	Surace-Smith
3	Jenna Grula	66,483	66,483	81.1	Matthew Diulus	Simon Arias
4	Janet Ramirez	49,915	56,823	82.9	Christina Meyer	Sabrina Lloyd
5	Matthew Dawson	48,906	72,304	89	Marc Salvaggi	Surace-Smith
6	Tad Teeters	42,980	40,320	93	Marc Salvaggi	Surace-Smith
7	Edward Nguyen	40,659	44,210	95	Roger Fung	Mathew Hart
8	Johnny Ly	38,016	52,174	88	Corey Helly	Giglione-Ackerman
9	Phillip Waisman	37,998	36,166	95	Robert Kanaan	Imran Satti
10	Steve Bryant	37,205	54,643	80.3	Ryan Giddens	Steve Greer
11	Michael May	36,001	103,016	81.0	Thomas Vena	Simon Arias
12	George Kamel	35,647	65,067	72.6	Patrick Bendure	Surace-Smith
13	Christopher Shuman	33,582	32,899	70.1	Jesse Rennich	Simon Arias
14	Glenn Martin	33,335	32,871	94	Morgan Lobello	Giglione-Ackerman
15	Bryant Logan	30,500	28,698	73.8	Nikolas Moreschi	Philip Prata
16	Nathan Hunt	29,546	28,576	91	Joshua Krueger	Richard Correa
17	Kyle Barter	29,423	30,462	84	Robert Kanaan	Imran Satti
18	Tonya Bailey	27,811	33,904	89	Nicholas Moore	Durhon Oldham
19	James Sherwood	27,558	42,349	70.2	Ashley Wenning	Surace-Smith
20	Timothy Penso	26,338	37,852	90	Nicholas Moore	Durhon Oldham

ALL TIME RECORD: \$286,210 1st 6 Mo Agt

ALL TIME RECORD: \$286,210 Net ALP

## YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Martyna Dudapasieka	\$589,731	\$596,136	90	Marian Sertler	Sabrina Lloyd
*2	Jenna Grula	493,752	537,115	81.1	Matthew Diulus	Simon Arias
*3	Derek Foore	477,126	555,801	76.0	Marc Salvaggi	Surace-Smith
*4	Carrie Hammer	331,875	576,138	72.6	David Wang	Bob Olson
*5	Steve Bryant	328,847	432,635	80.3	Ryan Giddens	Steve Greer
6	George Kamel	291,458	659,569	72.6	Patrick Bendure	Surace-Smith
7	Janet Ramirez	286,035	305,987	82.9	Christina Meyer	Sabrina Lloyd
8	Christopher Shuman	278,328	296,473	70.1	Jesse Rennich	Simon Arias
9	Michael May	254,655	465,992	81.0	Thomas Vena	Simon Arias
10	Enrique Sandoval	250,318	291,317	73.5	Marian Sertler	Sabrina Lloyd
11	Robert Locke	202,738	287,649	74.2	Ryan Giddens	Steve Greer
12	Azar Afnan	200,973	275,952	78.2	Rodney Ward	Zachary Hart
13	Joseph McCallister	195,510	212,784	71.9	Britton Costa	Simon Arias
14	Jeremy Schroeder	184,128	214,238	76.2	Zach Otto	Sabrina Lloyd
15	Kelsey Roth	179,683	208,281	72.4	Cynthia Schneiderman	Sabrina Lloyd
16	Anna Pulit	179,655	209,066	84.3	Marian Sertler	Sabrina Lloyd
17	Sarah Gilmore	169,662	309,060	84.7	Thomas Vena	Simon Arias
18	Jeffrey Gilliana	168,955	286,363	72.4	Zach Otto	Sabrina Lloyd
19	Jamie Winters	167,743	300,525	73.5	Charles Ferrari	Simon Arias
20	Francis Inguilli	155,676	223,407	83.5	Michael Clemente	Simon Arias

ALL TIME RECORD: \$653,097 1st 6 Mo Agt

ALL TIME RECORD: \$959,675 Net ALP

# GENERAL AGENTS



1

**ANDRZEJ SERTLER**  
SCHAUMBURG, IL



2

**BRENT BOWLING**  
BOARDMAN, OH



3

**STEPHEN GIDDENS**  
HOUSTON, TX



4

**JOSEPH KANAAN**  
HALIFAX, NS



5

**SOKOL FAZLIU**  
PITTSBURGH, PA



6

**ANDRE MCCALLUM**  
TROY, MI



7

**VICTOR AGURTO**  
EATONTOWN, NJ



8

**MIKE PARAGIOU**  
CLEVELAND, OH



9

**HOLLY LACEY**  
HALIFAX, NS



10

**DAN IKEI**  
HONOLULU, HI

## DECEMBER PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Andrzej Sertler	\$199,996	\$216,372	73.3	Marian Sertler	Sabrina Lloyd
2	Brent Bowling	191,338	260,724	78.5	Marc Salvaggi	Surace-Smith
3	Stephen Giddens	95,529	171,020	74.4	Ryan Giddens	Steve Greer
4	Joseph Kanaan	83,199	91,371	73.6	Robert Kanaan	Imran Satti
5	Sokol Fazliu	80,696	93,047	81.0	Matthew Diulus	Simon Arias
6	Andre McCallum	74,545	81,152	85	Joshua Dishong	Zachary Hart
7	Victor Agurto	60,072	75,834	76.9	Corey Helly	Giglione-Ackerman
8	Mike Paragiou	56,786	82,882	81.4	Nicholas Scordos	Surace-Smith
9	Holly Lacey	52,487	70,834	73.4	Robert Kanaan	Imran Satti
10	Dan Ikei	51,665	73,794	80.4	Blake Higuchi	Altig-Orlovic
11	Phillip McElfresh	51,393	77,786	71.3	Jesse Rennich	Simon Arias
12	Michael Russo	47,144	56,484	87.3	Gabriela Sime	Laura Fisher
13	Shawn Lewicki	46,946	49,926	73.1	Roger Fung	Mathew Hart
14	Tyler Worstell	46,010	100,405	78.9	John Conard	Simon Arias
15	Christina LaPlant	44,966	51,820	91	Mack Doby	Joseph Diecedue
16	Amy Baird	44,029	46,187	70.7	Brandon MacDonald	Matt Henderson
17	Daniel Walton	43,835	117,088	76.1	Patrick Bendure	Surace-Smith
18	Erica Fitzsimmons	43,110	114,605	79.8	Thomas Vena	Simon Arias
19	Micah Focken	42,647	48,342	79.3	Steven King	Zachary Hart
20	Christina Jauch	38,031	51,646	92	Matthew Diulus	Simon Arias

ALL TIME RECORD: \$441,104 1st 6 Mo Agt

ALL TIME RECORD: \$624,474 Net ALP

## YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Stephen Giddens	\$1,221,072	\$1,669,986	74.4	Ryan Giddens	Steve Greer
*2	Andrzej Sertler	1,107,480	1,144,274	73.3	Marian Sertler	Sabrina Lloyd
*3	Brent Bowling	1,062,958	1,563,571	78.5	Marc Salvaggi	Surace-Smith
*4	Patrick Guthrie	614,047	932,896	75.2	Heath Bailey	Mathew Hart
*5	Holly Lacey	585,820	998,466	73.4	Robert Kanaan	Imran Satti
6	Duane Shaw	573,082	673,667	71.6	Zach Otto	Sabrina Lloyd
7	Scott Montgomery	572,908	1,382,321	80.9	Harold Durana	Don Foti
8	Sokol Fazliu	540,576	717,830	81.0	Matthew Diulus	Simon Arias
9	Daniel Walton	525,318	1,221,567	76.1	Patrick Bendure	Surace-Smith
10	Sandra Sandoval	517,404	615,319	72.5	Marian Sertler	Sabrina Lloyd
11	Phillip McElfresh	476,613	611,847	71.3	Jesse Rennich	Simon Arias
12	Dan Ikei	459,518	634,514	80.4	Blake Higuchi	Altig-Orlovic
13	Chelsie Otto	452,490	675,599	79.4	Zach Otto	Sabrina Lloyd
14	Eric Thompson	428,094	809,156	76.5	Matthew Parks	Surace-Smith
15	Brian Gilmore	415,475	801,914	79.2	Thomas Vena	Simon Arias
16	DeAnthony Hartman	396,263	575,698	70.4	Rodney Ward	Zachary Hart
17	Christian West	364,981	546,719	74.3	Thomas Vena	Simon Arias
18	Victor Agurto	363,562	498,820	76.9	Corey Helly	Giglione-Ackerman
19	Jason Lee	359,204	951,554	73.8	Zach Otto	Sabrina Lloyd
20	Micah Focken	358,079	468,424	79.3	Steven King	Zachary Hart

ALL TIME RECORD: \$1,468,394 1st 6 Mo Agt

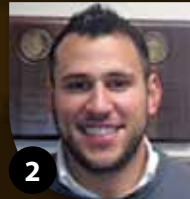
ALL TIME RECORD: \$2,262,883 Net ALP



# MASTERGENERALAGENTS



**1**  
MARIAN SERTLER  
SCHAUMBURG, IL



**2**  
MARC SALVAGGI  
BOARDMAN, OH



**3**  
ROBERT KANAAN  
HALIFAX, NS



**4**  
MATTHEW DIULUS  
PITTSBURGH, PA



**5**  
PATRICK BENDURE  
COLUMBUS, OH



**6**  
THOMAS VENA  
PITTSBURGH, PA



**7**  
RYAN GIDDENS  
HOUSTON, TX



**8**  
NICHOLAS MOORE  
ROCHESTER, NY



**9**  
ZACH OTTO  
SCHAUMBURG, IL



**10**  
JOSHUA KRUEGER  
AURORA, CO

## DECEMBER PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Marian Sertler	\$306,100	\$362,891	71.1	Sabrina Lloyd
2	Marc Salvaggi	191,338	262,554	77.5	Surace-Smith
3	Robert Kanaan	144,292	191,661	75.4	Imran Satti
4	Matthew Diulus	143,105	216,319	79.9	Simon Arias
5	Patrick Bendure	132,785	333,361	78.0	Surace-Smith
6	Thomas Vena	99,375	287,703	80.3	Simon Arias
7	Ryan Giddens	95,529	171,020	74.3	Steve Greer
8	Nicholas Moore	70,833	159,932	81.9	Durhon Oldham
9	Zach Otto	69,546	123,016	74.8	Sabrina Lloyd
10	Joshua Krueger	66,643	96,561	74.9	Richard Correa
11	Jesse Spencer	66,100	96,419	71.8	Stephen Jubrey
12	Pablo De La Cruz	64,675	86,266	73.2	Jose Carvajal
13	Britton Costa	64,096	107,718	70.3	Simon Arias
14	Corey Helly	59,681	77,967	78.3	Giglione-Ackerman
15	Robert Park	56,110	66,468	75.5	Jamison Weatherspoon
16	Christina Meyer	55,998	72,141	74.5	Sabrina Lloyd
17	Robert Smith	55,062	83,467	76.5	Durhon Oldham
18	Nicholas Scordos	54,684	86,001	79.4	Surace-Smith
19	Blake Higuchi	52,919	83,750	78.5	Altig-Orlovic
20	Steven King	51,338	77,127	77.2	Zachary Hart

ALL TIME RECORD: \$438,277 1st 6 Mo Agt

ALL TIME RECORD: \$723,872 Net ALP

## YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Marian Sertler	\$2,554,545	\$2,961,334	71.1	Sabrina Lloyd
* 2	Zach Otto	1,393,339	2,379,867	74.8	Sabrina Lloyd
* 3	Patrick Bendure	1,251,503	3,470,564	78.0	Surace-Smith
* 4	Ryan Giddens	1,221,072	1,678,393	74.3	Steve Greer
* 5	Marc Salvaggi	1,144,141	1,858,826	77.5	Surace-Smith
6	Nicholas Moore	1,034,057	2,262,446	81.9	Durhon Oldham
7	Robert Kanaan	987,658	1,755,462	75.4	Imran Satti
8	Ryan Hall	868,702	1,540,591	76.5	Laura Fisher
9	Matthew Diulus	834,296	1,342,851	79.9	Simon Arias
10	Rodney Ward	701,106	1,173,407	70.7	Zachary Hart
11	Joshua Krueger	684,931	912,683	74.9	Richard Correa
12	Matthew Conrad	672,424	1,131,766	83.4	Surace-Smith
13	Harold Durana	668,379	1,615,630	80.8	Don Foti
14	Matthew Turnquist	626,728	886,631	70.1	Richard Correa
15	Matthew Parks	620,260	1,440,783	74.0	Surace-Smith
16	Steven King	588,858	1,018,326	77.2	Zachary Hart
17	Adeyemi Akinade	578,589	902,259	70.1	Williams-Zophin
18	Morgan Lobello	562,693	794,722	78.8	Giglione-Ackerman
19	Corey Helly	558,123	758,134	78.3	Giglione-Ackerman
20	Jesse Spencer	554,559	813,374	71.8	Stephen Jubrey

HOT NEW RECORD: MARIAN SERTLER \$2,554,545 1st 6 Mo Agt

ALL TIME RECORD: \$4,468,285 Net ALP

# REGIONALGENERALAGENTS



**1**  
ROBERT JANEV  
SCHAUMBURG, IL



**2**  
THOMAS VENA  
PITTSBURGH, PA



**3**  
MATTHEW PARKS  
CLEVELAND, OH



**4**  
MATTHEW DIULUS  
PITTSBURGH, PA



**5**  
MARIAN SERTLER  
SCHAUMBURG, IL

## DECEMBER PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
1	Robert Janev	\$429,942	\$541,936	72.5	Sabrina Lloyd
2	Thomas Vena	363,137	883,299	77.8	Simon Arias
3	Matthew Parks	339,842	583,898	78.2	Surace-Smith
4	Matthew Diulus	326,319	584,909	75.6	Simon Arias
5	Marian Sertler	302,226	357,690	71.8	Sabrina Lloyd
6	Michael Laramie	214,237	520,630	73.2	Steve Greer
7	Corey Helly	197,519	261,850	77.0	Giglione-Ackerman
8	Matthew Turnquist	190,550	271,855	74.6	Richard Correa
9	Robert Kanaan	174,181	275,734	75.1	Imran Satti
10	Patrick Bendure	165,866	441,933	76.4	Surace-Smith

ALL TIME RECORD: \$980,159 1st 6 Mo Agt

ALL TIME RECORD: \$1,435,508 Net ALP

## YTD PRODUCTION

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	SGA
* 1	Robert Janev	\$4,561,335	\$6,104,252	72.5	Sabrina Lloyd
* 2	Thomas Vena	3,577,466	6,902,616	77.8	Simon Arias
3	Matthew Parks	2,977,207	5,558,141	78.2	Surace-Smith
4	Marian Sertler	2,914,230	3,457,898	71.8	Sabrina Lloyd
5	Matthew Diulus	2,833,085	4,533,731	75.6	Simon Arias
6	Michael Laramie	2,784,662	4,541,016	73.2	Steve Greer
7	Brett Gryska	2,195,424	5,644,786	80.7	Durhon Oldham
8	Matthew Turnquist	2,166,021	3,334,793	74.6	Richard Correa
9	Corey Helly	2,131,687	3,185,366	77.0	Giglione-Ackerman
10	Patrick Bendure	1,792,724	5,237,864	76.4	Surace-Smith

ALL TIME RECORD: \$5,230,627 1st 6 Mo Agt

ALL TIME RECORD: \$8,242,209 Net ALP





**SABRINA LLOYD**



**STEVE GREER**



**ZACHARY HART**



**JAMISON WEATHERSPOON**



**JAMES CUNNINGHAM**



**SOULEY BAH**



**ERIC COCHRAN**



**RANDALL COOK**

† Performance Factor = % Net ALP Growth + % 1st 6 Mo Obj

Spotlight recognizes State General Agents in Categories I-VIII with minimum 10% growth and 80% of First Six Month Net ALP Objective; SGAs with less than 12 months tenure in CAT I-VIII will be ranked with 100% of objective or above and are not eligible for YTD awards; and the top Net ALP Producer in both the Start-Up and Rookie Categories. YTD Winners for Categories I-VIII will be recognized at Convention by adding both their YTD Growth % and their YTD F6 Net ALP Obj and the YTD Spotlight number may not necessarily reflect that computation. SGAs < 13 months will only be recognized by 80% or better of F6 month agent production.

## DECEMBER PRODUCTION

Category	NTG	RET	1st 6 Mo Agt	1st 6 Mo Obj	% 1st 6 Mo Obj	% Net ALP Growth	Performance Factor †
<b>I Sabrina Lloyd</b>		<b>72.7</b>	<b>\$482,202</b>	<b>\$200,000</b>	<b>241.1</b>	<b>15.2</b>	<b>256.3</b>
Simon Arias		76.3	598,863	492,000	121.7	29.0	150.8
Surace-Smith		77.3	577,000	467,000	123.6	13.1	136.6
<b>II Steve Greer</b>		<b>72.9</b>	<b>\$276,454</b>	<b>\$133,500</b>	<b>207.1</b>	<b>63.3</b>	<b>270.4</b>
Giglione-Ackerman		76.6	329,535	183,500	179.6	18.9	198.5
<b>III Zachary Hart</b>		<b>70.5</b>	<b>\$326,943</b>	<b>\$130,000</b>	<b>251.5</b>	<b>12.0</b>	<b>263.4</b>
Laura Fisher		77.0	159,641	90,000	177.4	24.8	202.1
Imran Satti		76.5	174,182	103,500	168.3	17.5	185.8
Slav Bitman		71.2	95,932	90,000	106.6	14.1	120.7
<b>IV Jamison Weatherspoon</b>		<b>76.3</b>	<b>\$140,825</b>	<b>\$67,000</b>	<b>210.2</b>	<b>27.1</b>	<b>237.3</b>
Joseph Diecedue		73.9	145,821	83,500	174.6	57.8	232.4
<b>V James Cunningham</b>		<b>75.5</b>	<b>\$124,621</b>	<b>\$57,000</b>	<b>218.6</b>	<b>30.6</b>	<b>249.2</b>
Chad Deley		79.1	76,186	50,000	152.4	81.9	234.2
<b>VI Souley Bah</b>	<b>87</b>		<b>\$42,436</b>	<b>\$41,000</b>	<b>103.5</b>	<b>183.0</b>	<b>286.5</b>
Jose Carvajal		72.5	87,764	40,000	219.4	54.2	273.6
Samantha Chui		70.7	56,026	41,500	135.0	12.7	147.7
<b>VII Eric Cochran</b>		<b>81.1</b>	<b>\$52,840</b>	<b>\$32,500</b>	<b>162.6</b>	<b>16.1</b>	<b>178.7</b>
<b>VIII Randall Cook</b>		<b>71.5</b>	<b>\$36,048</b>	<b>\$25,000</b>	<b>144.2</b>	<b>91.5</b>	<b>235.7</b>
Raymond Risucci	85		39,368	25,000	157.5	37.3	194.8

## YTD PRODUCTION

Category	NTG	RET	1st 6 Mo Agt	1st 6 Mo Obj	% 1st 6 Mo Obj	% Net ALP Growth	Performance Factor †
<b>I Sabrina Lloyd</b>		<b>72.7</b>	<b>\$5,111,464</b>	<b>\$2,400,000</b>	<b>213.0</b>	<b>35.3</b>	<b>248.2</b>
Simon Arias		76.3	7,323,097	5,904,000	124.0	10.5	134.6
Altig-Orlovic		78.5	11,523,823	11,604,000	99.3	11.9	111.2
Durhon Oldham		80.8	2,194,780	2,724,000	80.6	24.6	105.1
<b>II Steve Greer</b>		<b>72.9</b>	<b>\$3,640,929</b>	<b>\$1,602,000</b>	<b>227.3</b>	<b>69.5</b>	<b>296.8</b>
Giglione-Ackerman		76.6	3,417,736	2,202,000	155.2	18.4	173.6
Williams-Zophin		71.3	2,954,785	2,202,000	134.2	16.7	150.9
Cohen-Cohen		82.9	1,662,115	1,842,000	90.2	13.1	103.3
<b>III Zachary Hart</b>		<b>70.5</b>	<b>\$3,540,798</b>	<b>\$1,560,000</b>	<b>227.0</b>	<b>75.2</b>	<b>302.2</b>
Laura Fisher		77.0	2,069,394	1,080,000	191.6	53.7	245.3
Imran Satti		76.5	1,602,536	1,242,000	129.0	16.9	145.9
Matt Henderson		72.7	1,487,796	1,380,000	107.8	13.7	121.5
<b>IV Jamison Weatherspoon</b>		<b>76.3</b>	<b>\$1,552,583</b>	<b>\$804,000</b>	<b>193.1</b>	<b>77.7</b>	<b>270.8</b>
Joseph Diecedue		73.9	1,840,375	1,002,000	183.7	43.7	227.4
Philip Prata		75.3	1,237,100	1,038,000	119.2	10.6	129.8
<b>V James Cunningham</b>		<b>75.5</b>	<b>\$1,140,320</b>	<b>\$684,000</b>	<b>166.7</b>	<b>31.0</b>	<b>197.7</b>
Chad Deley		79.1	632,392	600,000	105.4	81.9	187.2
Brian Traboulay		73.2	802,865	642,000	125.1	26.0	151.0
<b>VI Jose Carvajal</b>		<b>72.5</b>	<b>\$793,181</b>	<b>\$480,000</b>	<b>165.2</b>	<b>63.9</b>	<b>229.2</b>
Samantha Chui		70.7	808,069	498,000	162.3	54.2	216.4
Souley Bah	87		311,129	287,000	108.4	37.5	145.9
<b>VII Eric Cochran</b>		<b>81.1</b>	<b>\$695,430</b>	<b>\$390,000</b>	<b>178.3</b>	<b>47.1</b>	<b>225.4</b>
Jared Cleckner		76.6	416,338	324,000	128.5	62.0	190.5
Daniel Umbertone		83.8	463,095	444,000	104.3	26.6	130.9
Cisco Perez		72.0	403,983	402,000	100.5	21.6	122.1
<b>VIII Mathew Hart</b>		<b>77.1</b>	<b>\$1,243,253</b>	<b>\$300,000</b>	<b>414.4</b>	<b>132.0</b>	<b>546.4</b>
Randall Cook		71.5	291,532	276,000	105.6	196.5	302.1
Byron Paz		71.1	449,835	300,000	149.9	47.0	196.9
Corey Neff		77.3	547,323	300,000	182.4	14.0	196.5
Raymond Risucci	85		269,889	212,000	127.3	33.3	160.6



## CATEGORY I



**1**  
JESSICA TREYBICK  
NY CITY/BRIAN RYAN



**2**  
RONA PILEGGI SPANO  
CHICAGO/DAWN TRUDDEN

## CATEGORY III



**1**  
MARIO SOLJAN  
NZ/STEVE FRIEDLANDER



**2**  
DAVID BLAISDELL  
TN & SW NC/BETH FARM

## CATEGORY II



**1**  
ERICA DALAGER  
MN/DENISE GILBERT



**2**  
TAMI WILLIAMS  
IN/MICHELLE BAXTER

## CATEGORY IV



**1**  
DARRELL DOREY  
MARITIMES/MELISSA LIVELY



**2**  
CARL ZABLOTNY  
NV/JASON BECKMAN

TOPROOKIE



CARL ZABLOTNY  
LAS VEGAS, NV

ICEBREAKER



PAM MONETTI  
ST LOUIS, MO

TOPMANAGER



TAMI WILLIAMS  
WESTFIELD, IN

## 1ST SIGNED TG



CHRISTOPHER NICKERSON  
VANCOUVER, WA

### PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS:

CATEGORY	POPULATION	ROOKIE:	Reps with 2015 Hire Date
1	over 11,000,000		
2	8,000,000 to 10,999,000	ICEBREAKER:	Reps with 2016 Hire Date
3	5,000,000 to 7,999,999		
4	Under 5,000,000	PR MANAGER:	Overall card growth at the end of the current month over previous year.

## DECEMBER PRODUCTION

Category	Rank	Production in Cards	Location/Manager
I	1	Jessica Treybick 2,219	NY City/Brian Ryan
	2	Rona Pileggi Spano 2,058	Chicago/Dawn Trudden
	3	Chuck Hill 2,040	NorCal & Reno/Jason Beckman
	4	Brenda Di Somma 2,037	NJ/Brian Ryan
	5	Irene Rurycz 1,689	OH/Judy Spade
II	1	Erica Dalager 3,222	MN/Dawn Trudden
	2	Tami Williams 2,580	IN/Michelle Baxter
	3	Fran Christie 1,850	BC/Jackie Lowe
	4	Robin Andrade 1,713	Mass & RI/Rosanna Gill
	5	George Farenthold 1,558	MD/DC & NVA/John Keliher
III	1	Mario Soljan 4,305	NZ/Steve Friedlander
	2	David Blaisdell 3,488	TN & SW NC/Beth Farm
	3	Sandy Knapp 2,383	WI/Amanda Mlinaz
	4	Laurie Gruber 1,423	WI/Amanda Mlinaz
	5	Lou Nell Busby 1,407	KY/Tami Williams
IV	1	Darrell Dorey 2,793	Maritimes/Melissa Lively
	2	Carl Zablorny 2,628	NV/Jason Beckman
	3	Steve Orcherton 2,497	BC/Jackie Lowe
	4	Deborah Boles 1,923	BC/Jackie Lowe
	5	Randy Stockley 1,492	NL/Melissa Lively
ROOKIE	1	Carl Zablorny 2,628	NV/Jason Beckman
ICEBREAKER	1	Pam Monetti 1,390	St Louis/Cindy Cleary

ALL TIME PR CARD PRODUCTION RECORD: 18,960 CARDS

## DECEMBER MANAGERS

Rank	Card Growth	Director
1	Tami Williams 5,360	Michelle Baxter
2	Cindy Cleary 4,499	Patti Morgan
3	Brian Ryan 3,735	Michelle Baxter
4	Chuck Hill 2,465	Jason Beckman
5	Jackie Lowe 2,422	Laurie Onasch

## DECEMBER BONUSES

Ken Altizer	Travis Daniels	Katy Hogge	George Murry	Rona Pileggi Spano
Donna Altshue	Robin Denham	Brett Hulme	Tim O'Connor	Donald Spohn
Tony Anderson	Brenda Di Somma	Sandy Knapp	Steve Orcherton	Randy Stockley
Robin Andrade	Dion Dizon	Shane Knowles	Kathy Pappas	Sarah Thomson-Dufrechou
Malka Arony	Jeanette Dodd	Cindy Kuncce	Janis Pitts	Jessica Treybick
Lisa Bennett	Darrell Dorey	Donna LaMontagna	Cas Robinson	Leo VanDenBussche
Gabriela Berloni	Vivian Dwyer	Timothy Leary	Chas Robinson	Bill Verbeten
David Blaisdell	Mark Gagliardi	Larry Lozano	Gary Rothman	John Wagner
Deborah Boles	Susan Gilbert	Dianna Lueke	Rebecca Rozario	Al Wall
Lou Nell Busby	Laurie Gruber	Lacy Martin	Irene Rurycz	Angela Waller
Casey Cash	Lisa Guay	Stephen Matous	Steve Sanchez	Lisa West
Fran Christie	Anna Guido Rohrer	Lisa McGee	David Scalisi	Carl Zablorny
Cheryl Cook	Jeffrey Hapke	Erin McKee	Crystal Senour	
Michael Cooper	Jerry Hartnett	Mollie Miller Merrett	Patrena Smith	
Amanda Cross	Krissa Hensley	Pam Monetti	Tracy Smith	
Becky Cutler	Dee Hettinger	Jermaine Moore	Mario Soljan	

## YTD PRODUCTION

Category	Rank	Production in Cards	Location/Manager
I	*1	Chuck Hill 27,525	NorCal & Reno/Jason Beckman
	*2	Malka Arony 27,427	AZ/Jason Beckman
	3	Susan Gilbert 21,573	Chicago/Dawn Trudden
	4	Mark Gagliardi 20,526	NorCal & Reno/Chuck Hill
	5	Rona Pileggi Spano 20,088	Chicago/Dawn Trudden
II	*1	Robin Andrade 22,367	Mass & RI/Rosanna Gill
	*2	Tami Williams 16,099	IN/Michelle Baxter
	3	David Scalisi 12,452	NY State/JT Tasker
	4	Fran Christie 11,394	BC/Jackie Lowe
	5	Erica Dalager 11,385	MN/Dawn Trudden
III	*1	David Blaisdell 23,057	TN & SW NC/Beth Farm
	*2	Mario Soljan 16,158	NZ/Steve Friedlander
	3	Tony Anderson 12,185	IN/Tami Williams
	4	Leo VanDenBussche 11,106	MB/Jackie Lowe
	5	Pam Monetti 10,673	St Louis/Cindy Cleary
IV	*1	Anna Guido Rohrer 21,747	SOH/Tami Williams
	*2	Ken Altizer 16,374	WV/Tami Williams
	3	Darrell Dorey 13,496	Maritimes/Melissa Lively
	4	Robin Denham 13,078	KS & NW MO/Cindy Cleary
	5	Tim O'Connor 12,959	OK/Christa Davis

ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 CARDS


## YTD MANAGERS

Rank	Card Growth	Director
*1	Judy Spade 23,756	Michelle Baxter
*2	Tami Williams 20,631	Michelle Baxter
*3	Beth Farm 19,583	Patti Morgan
4	JT Tasker 6,292	Denise Gilbert
5	Dawn Trudden 5,908	Denise Gilbert




# WORLD'S GREATEST BONUS

**1**



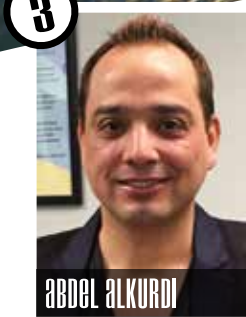
**EREZ SHABTAY**  
\$12,924  
Steve Greer

**2**




**MUHAMMED ASHRAF**  
\$11,597  
Theodore Pappas

**3**




**ABDEL ALKURDI**  
\$11,593  
Bob Olson

**4**



**MICHAEL VAN DELFT**  
\$11,343  
Imran Satti

**5**



**KATIE MASSART**  
\$10,751  
Altig-Orlovic

## DECEMBER BONUS LEADERS | December Bonus Payout: \$2,097,539

December Bonus Qualifiers: 2,750

- \$12,924 Erez Shabtay
- 11,597 Muhammed Ashraf
- 11,593 Abdel Alkurdy
- 11,343 Michael van Delft
- 10,751 Katie Massart
- 10,306 Ryan Kendi
- 9,682 Joey Kennedy
- 8,696 Van Ortega
- 7,843 Roghie Hassan Loo
- 7,597 Gian Trinidad
- 7,472 Joey Sales
- 7,421 Rubin Chaimov
- 7,401 Charles Roy
- 6,501 Ranjana Chopra
- 6,334 Nedal Kawash
- 6,271 Paul Smith
- 6,135 Alvin Ali
- 6,124 Joseph Sarasin
- 6,120 Mark Lomonaco
- 5,941 Priscila Gonzalez
- 5,576 Patrycja Grudzinska
- 5,573 Jesus Tolentino
- 5,245 Lily Sakai
- 5,087 Joshua Rush
- 5,061 Lora Beronja
- 4,715 Maryna Semenova
- 4,709 Max Quasem
- 4,693 Matthew Cessna
- 4,626 Joachim Jean
- 4,567 Bradley Christiansen
- 4,476 Mike Allen
- 4,379 Jonathan Wylde
- 4,302 Alfred Uipa
- 4,249 Ryan Vopat
- 4,213 Joel Trask
- 4,151 Ashley Rust
- 4,134 Jenny Alvarez
- 4,110 Gregory VanSuch
- 4,086 Christopher Botelho
- 3,996 Ronald Rivera
- 3,976 Thomas King
- 3,967 Richard Carter

- \$3,954 Mike Sukhbaatar
- 3,890 Nicole Harrell
- 3,820 Cathleen Hairston
- 3,819 Michael Burningham
- 3,816 Dustin Dunbar
- 3,807 Sultan Deckard
- 3,799 Andrea Kessler
- 3,789 Joel Nunez
- 3,764 Gregory McDuffie
- 3,755 Sina Heak
- 3,745 Ifeanyi Ufondu
- 3,667 Aaron Haynes
- 3,606 Andrew Leah
- 3,557 Anthony Iovino
- 3,530 Alan Fricke
- 3,527 Hakan Ozalpasan
- 3,525 Sherry Schick
- 3,519 Donald Gregoire
- 3,519 Marc Demilia
- 3,517 Herivelto Pereira
- 3,511 Jordan Albright
- 3,509 Debra Small
- 3,494 Michael May
- 3,492 Demmerick Stevenson
- 3,482 Corey LaVigne
- 3,463 Steven Sparkes
- 3,440 Kashala Guiden
- 3,435 Jagdish Sukhu
- 3,398 Shalom Chaimov
- 3,384 Alexander Shpirt
- 3,374 Justin Eitel
- 3,371 Joshua Boyce
- 3,367 Lesina Ah Sue
- 3,340 Marco Camire
- 3,339 Arnold Iacoviello
- 3,333 Tevita Tupouniua
- 3,324 Tyler Rowsey
- 3,292 Sean Grant
- 3,290 Eric LaBossiere
- 3,282 Sotha Im
- 3,279 Sheyla Flores-Delgado
- 3,259 Justin Germany

- \$3,258 Tiare Hubbard
- 3,253 Mark Auvil
- 3,202 Daniel Johnson
- 3,197 Jose Lopes
- 3,193 Emil Mohareb
- 3,189 Daveda Newsome
- 3,145 Scott Remmey
- 3,137 Jesse Atatai
- 3,113 Orett Nelson
- 3,097 Yadollah Pourjalali
- 3,097 Cynthia Sittig
- 3,078 Kimberly Tagliavia
- 3,074 Daniel LaFontaine
- 3,057 Richard Whyte
- 3,043 Krystian Drozd
- 3,042 Hannah Linderholm
- 3,029 Devon Justice
- 3,021 Javier Diaz
- 3,020 Pawel Drozd
- 3,017 Alexander Bayley
- 3,009 Patrick Knouse
- 2,988 Derron Alexander
- 2,981 Robert Ulreich
- 2,979 Mustafa Ridha
- 2,975 Irma Gallardo
- 2,951 Shelbi Sofranko
- 2,933 Kelly McDonald
- 2,925 Shiv Patel
- 2,922 Ashley Bodnar
- 2,907 William Parmeter
- 2,862 Everton Brooks
- 2,859 Daniel Juskiw
- 2,844 Jordan Warner
- 2,843 Mahadai Kryshundayal
- 2,839 Jorge Alvarez
- 2,828 Stephanie Novel
- 2,826 Dominik Miara
- 2,792 Daniel Bean
- 2,751 Nikola Subotic
- 2,743 James Keefer
- 2,740 Natalie Soboleva
- 2,734 Nadia Naji

- \$2,732 Peter Kaplanis
- 2,711 Anna Bliziotis Downey
- 2,704 Travis Stucki
- 2,696 Laurekins Pardovani
- 2,693 Mark Neilson
- 2,679 David Watkins
- 2,649 Tasha Tucker
- 2,640 Wilmer Munoz-Jimenez
- 2,640 Brody Maughan-Evanson
- 2,637 Riley Peters
- 2,608 Cynthia Sittig
- 2,604 Robert Adrahtas
- 2,602 Ariel Demesa
- 2,597 Lleison Martinez
- 2,583 Noah Miller
- 2,578 Daniel Marino
- 2,577 Diana Al Ali
- 2,564 Liam Flaherty
- 2,558 Nasser Rezaei
- 2,557 Timothy Cruise
- 2,544 Mario Andres Chavez
- 2,534 Asner Saintima
- 2,526 Emily Sutton
- 2,510 Bruce Tan
- 2,481 Erna Gasanin
- 2,475 Todd Sowell
- 2,472 Hector Sartori
- 2,445 Dwayne Gomez
- 2,439 Robert Novotne
- 2,433 Christina Jauch
- 2,406 Mike Hudnall
- 2,405 Daniel Juskiw
- 2,394 Daniel Hanson
- 2,384 Jesusdieu Portilus
- 2,374 Bryan Juskiw
- 2,365 Adam Henton
- 2,352 Mark Harhager
- 2,351 Susan Scott
- 2,349 Christopher Muraca
- 2,348 Maria Fe Abad-Barte
- 2,341 Paul Angelopoulos
- 2,338 Bobby Beasley

- \$2,327 Pablo Zetina
- 2,327 Amelia Moeaki
- 2,311 Andrew Chambers
- 2,310 David Rockway
- 2,307 Maria Diringner
- 2,304 Jamie Tan
- 2,302 Ruben Santillana
- 2,300 Stefan Johannsson
- 2,298 Araceli Leon
- 2,277 Dawid Liniewski
- 2,267 Anacleto Arevalo
- 2,263 Harvey Quinn
- 2,263 Jahara Lewis
- 2,259 Kayla Fruge
- 2,254 Samson Adelufosi
- 2,252 Daniel Martinsen
- 2,233 Marc Thebeau
- 2,229 Vincent Williams
- 1,899 Robert Drake
- 1,889 John Cochrane
- 1,880 Shawn Fuchs
- 1,876 Justin Thompson
- 1,873 Badum Maaloo
- 1,866 Sarita Dhaubhadel
- 1,865 Diallo Mamadou
- 1,861 Aaron Voege
- 1,856 Paul White
- 1,851 Peter Gabranski
- 1,848 Matthew Rahim
- 1,845 Robin Digiorgio
- 1,843 Kyle Lewicki
- 1,839 Daniela Pipala
- 1,839 Yolette Mompoin
- 1,837 Ross Ewen
- 1,836 Sue Elias
- 1,832 Crystal Darge
- 1,832 Samvel Tigranyan
- 1,818 Kasali Kotun
- 1,817 Jon Devault
- 1,815 Andrew Siebert
- 1,813 Jamie Allen
- 1,812 John Perry

- \$2,079 Anne Ryding
- 2,078 Rayleen Kama
- 2,075 Kashief Perkins
- 2,071 Dustin Edgell
- 2,070 Tammie Hartman
- 2,070 Bernardo Lopez
- 2,053 Cherie Mohn
- 2,047 Omar Fernandez
- 2,043 Elifranc Deus
- 2,027 Angelique Piquion
- 2,024 Andrew Dorf
- 2,019 Stephen Cozart
- 2,018 Alicia Nieman
- 2,015 Joseph Pizzoferrato
- 2,000 Danielle Morales
- 1,997 Monica Dollins
- 1,996 Julianne Scavo
- 1,982 Steve Hartman
- 1,980 Jennifer Holliday
- 1,977 Corey Cox
- 1,976 Edy Haddad
- 1,973 Christine Wood
- 1,972 David Stingl
- 1,966 Peter Hudousek
- 1,964 Clinton White
- 1,963 Alex Paguio
- 1,958 Oscar Gastelum
- 1,958 Brandie Bonner
- 1,949 Amy Shui
- 1,949 Sarah Beaulieu
- 1,948 Sean Walsh
- 1,945 Tobe Pope
- 1,931 Samuel Robertson
- 1,928 Christine Bueno
- 1,927 Timothy Copenhaver
- 1,924 Horatio Ward
- 1,923 Jenna Ayotte
- 1,918 William Russell
- 1,916 Curtis Freeman
- 1,916 Anthony Sava
- 1,910 Meghan Harris
- 1,909 Philip Roffi
- 1,909 Vincent Williams
- 1,899 Robert Drake
- 1,889 John Cochrane
- 1,880 Shawn Fuchs
- 1,876 Justin Thompson
- 1,873 Badum Maaloo
- 1,866 Sarita Dhaubhadel
- 1,865 Diallo Mamadou
- 1,861 Aaron Voege
- 1,856 Paul White
- 1,851 Peter Gabranski
- 1,848 Matthew Rahim
- 1,845 Robin Digiorgio
- 1,843 Kyle Lewicki
- 1,839 Daniela Pipala
- 1,839 Yolette Mompoin
- 1,837 Ross Ewen
- 1,836 Sue Elias
- 1,832 Crystal Darge
- 1,832 Samvel Tigranyan
- 1,818 Kasali Kotun
- 1,817 Jon Devault
- 1,815 Andrew Siebert
- 1,813 Jamie Allen
- 1,812 John Perry

- \$1,808 Carlo Raimondo
- 1,806 Drexil Smothers
- 1,801 Darren Lawhon
- 1,800 Ruben Soberanes
- 1,799 Risa Moniz
- 1,796 Fran Kolos
- 1,794 Nicholas Abbass
- 1,788 John Vacca
- 1,783 Akram Abdullah
- 1,776 Sonja Koryhaio
- 1,775 Kelly Ekker
- 1,772 Paul Torman
- 1,763 Shanita Ellmers
- 1,753 Luckey Boston
- 1,752 Shannon Stewart
- 1,750 Richard Tabanji
- 1,747 Timothy Blackburn
- 1,746 Samba Sima
- 1,742 Mary Ann M Jacobs
- 1,737 Phillip Campbell
- 1,732 Garret Kun
- 1,732 Roger Humphrey
- 1,731 Patrick Donovan
- 1,727 Heather Neely-James
- 1,726 Tina Nelson
- 1,726 Lorena Herndon
- 1,723 Bryon Eddinger
- 1,720 Belaid Belkaid
- 1,716 James Lawson
- 1,711 Alisha Stone
- 1,710 Samantha Skovera
- 1,709 Wislaine Laurent
- 1,707 Vanina Strickland
- 1,703 Daphne Weber
- 1,700 Raymond Fuji
- 1,699 Gregory Graham
- 1,698 Richard Millington
- 1,688 Edmaggie Myrthil
- 1,679 Curtis Henderson
- 1,677 Alexander Wood
- 1,675 Joshua West
- 1,675 Lee van Delft
- 1,671 Jesse O Martin
- 1,671 Larry Finch
- 1,670 Jahil Sunrise
- 1,670 Michael LaVolpe
- 1,665 John Sparby
- 1,663 Tyler Worstell
- 1,662 Christina Marble
- 1,661 Adem Abdula
- 1,659 Kimberly Hamilton
- 1,655 Evelin Castro-Sharif
- 1,646 Edmund Leddy
- 1,643 Kevin Gillum
- 1,635 Kasie Smith
- 1,635 Joel Jesurun
- 1,631 Vincent Kozlowski
- 1,627 Michal Ortiz
- 1,619 Brannan Sniadecki
- 1,628 Henry Ingraham
- 1,627 Marysa Maggio
- 1,625 Richard Sidoti
- 1,621 David Orrico
- 1,619 Muhammad Yousaf
- 1,618 Dina Boghdady
- 1,618 Victoria Gonzales

- \$1,600 Jeffrey Hall
- 1,595 Matthew Castelli
- 1,594 Andrew Fletcher
- 1,589 Ayovi Geve
- 1,588 Matthew Koleszar
- 1,587 Zachary Bradshaw
- 1,584 Alan Sedaghat
- 1,583 Kimberle Spooner
- 1,573 James DePetro
- 1,570 Mack Hanna
- 1,567 Janicki Tyacke
- 1,559 Coral Ashe
- 1,555 Man Tak Tong
- 1,552 Mireya Lopez
- 1,549 Yairaniz Figueroa-Ruiz
- 1,549 Jacob Davis
- 1,548 Jessica Santamarina
- 1,548 Nickoy Hylton
- 1,547 Jose Garcia
- 1,538 Daniel Souza
- 1,525 Lamine Diakhate
- 1,522 Sally Wilson
- 1,517 James Ware
- 1,514 Ellen Schultz
- 1,506 Timothy Penso
- 1,505 Richard Bentley
- 1,505 Mystee Amuketi
- 1,501 Benjamin Ainscough
- 1,493 Ashley Rosmann
- 1,493 Raymond Mazzella
- 1,492 Derrick Peoples
- 1,492 Liridon Aliu
- 1,489 Solomone Havea
- 1,486 Caren Deanda
- 1,483 Olga Garcia
- 1,481 Christina Andrews
- 1,481 Frederick Noel
- 1,481 Danielle LaBerbera
- 1,479 Nicholas Forrest
- 1,469 Elizabeth Garcia
- 1,468 Bechir Abboud
- 1,467 Brandon Leonardo
- 1,462 Marcus Trice
- 1,457 Darrell Asbell
- 1,454 Tiffany McGraw-Legere
- 1,453 Elizabeth Eaves
- 1,452 Bernadette Casciato
- 1,452 Anemone Bennett
- 1,451 Jennifer Reed
- 1,449 Dana Black
- 1,449 Edward Crocker
- 1,448 Cleopatra Sola
- 1,446 Evelyn Castro-Sharif
- 1,445 Ryan Beuc
- 1,444 Jorge Leon
- 1,443 Vincent Campana
- 1,442 Kenneth Cato
- 1,437 Lisa Jones
- 1,436 Kayla McIver
- 1,432 Brannan Sniadecki
- 1,428 Henry Ingraham
- 1,427 Marysa Maggio
- 1,425 Richard Sidoti
- 1,421 David Orrico
- 1,419 Muhammad Yousaf
- 1,418 Dina Boghdady
- 1,418 Victoria Gonzales

- \$1,416 Michael Ashton
- 1,415 Jakob Rios
- 1,407 David Basnett
- 1,407 Lisa Martin
- 1,406 Martin Robinson
- 1,405 Ericka Martinez
- 1,404 Audrey Kersey
- 1,403 Miguel Martinez
- 1,403 Elise Scheurer
- 1,400 Denise Troian Harper
- 1,400 Sandra Diaz
- 1,396 Tiffney Harmouche
- 1,389 Denis Snyder
- 1,385 Joshua Garrison
- 1,383 Damaris Henderson
- 1,382 Douglass Floyd
- 1,381 Nicholas Blesso
- 1,378 Madison Thach
- 1,374 Myaa Fallon
- 1,374 Hannah Hinkle
- 1,373 Demetrice Parker
- 1,373 Luis Garcia
- 1,369 Carolle Landry
- 1,363 Felicia Steele
- 1,363 Yuriy Kosovan
- 1,362 Lincoln Dziekonski
- 1,354 Nsilo Reynolds
- 1,352 Graciela Calderon
- 1,351 Wade Carter
- 1,348 Nadezhda Vitchev
- 1,347 Michael Levitzke
- 1,342 Sharon Barnes
- 1,342 Darrin Roberts
- 1,340 Kamal Tayyib
- 1,339 Marie Campbell
- 1,338 Colin Bryant
- 1,335 Clayton Bonner
- 1,333 Sydney Hintz
- 1,332 Jennifer Keaney
- 1,331 Fabiola Lucena
- 1,329 Matthew White
- 1,325 Rosemary Smith
- 1,323 Kalen Dugan
- 1,321 Brandon Ruis
- 1,320 Brittany Taylor
- 1,318 John Jefferson
- 1,314 Robert Ford
- 1,313 Cody Hutchinson
- 1,311 Erin Moore
- 1,309 Morgan Dennis
- 1,307 John MacAlpin
- 1,304 Robin Gonzalez
- 1,301 Kanon McGeez
- 1,300 Alejandro Pineda
- 1,295 Peter Davis
- 1,292 Helen Taylor
- 1,290 Rodgerigus Smith
- 1,288 Constance Tuiteleleapaga
- 1,287 Matthew Zang
- 1,285 Travis Picklesimer
- 1,285 Sergio Lanzas
- 1,284 Logan Klink
- 1,281 Jackie Okimoto
- 1,281 Dalton Doucette
- 1,280 Cortland Nicholson
- 1,279 Kaylee Kielczewski
- 1,278 Makena Alexander

- \$1,278 John O'Neal
- 1,274 Nadine Smith-Johnson
- 1,266 Cherice Fleming
- 1,262 Jessica Rhoades
- 1,262 Bradley Wu
- 1,259 Afeez Ibrahim
- 1,254 Daisy Mayama
- 1,250 Nicholas Lasala
- 1,250 Kaleiokamaile Viena
- 1,249 Craig Taylor
- 1,248 Sidney Rodgers
- 1,247 Cameron Cimino
- 1,247 Steven Stensrud
- 1,246 Anna Midowicz
- 1,243 James Mulick
- 1,240 Jessica Holman
- 1,240 Jose Rubio
- 1,237 Heidi Holt-Peel
- 1,228 Pedro Guerrero
- 1,228 Adelfa Parinas
- 1,220 Melinda Wittkop
- 1,217 Kayla Comer
- 1,214 Christopher Ross
- 1,213 Marie Fremont
- 1,213 Sarah Acker
- 1,212 Maria Avila
- 1,212 Natalie Ball
- 1,212 Waleah Salah
- 1,211 James Mulick
- 1,211 Zonia Ramirez
- 1,207 Arlo Hall
- 1,207 Jonni Ng
- 1,205 Kimberly Alston
- 1,202 R Alexander Woodruff
- 1,198 Christine Moore
- 1,197 Dawn Selden
- 1,197 Tara Perron
- 1,196 Ryan Misner
- 1,195 Billi Jo Hawkins
- 1,191 Hussain Mir
- 1,191 Brian Carmichael
- 1,189 Crystal Revilla
- 1,189 Rudolph Townsend
- 1,186 Rosita Tumpap
- 1,186 Benjamin Van Fossen
- 1,185 Anna Senra
- 1,185 Alexis Robarge
- 1,183 Ryan Coleman
- 1,180 Steven Trattar
- 1,178 Paul Campbell
- 1,177 Virginia Rice
- 1,176 Aaron Parsons
- 1,170 Rachel Effenbein
- 1,169 Robin Wissmann
- 1,165 Lydia Lozano
- 1,164 Scott Hanna
- 1,164 Thomas Huynh
- 1,158 Tyler Dean
- 1,157 Zachary Lakatos
- 1,155 Kendall Wilson
- 1,155 Zachary Stocum
- 1,154 Tammie Keskake
- 1,152 Joshua Collazo
- 1,148 Jeff Hutchinson
- 1,146 Abby Duarte
- 1,145 Christopher Lenahan
- 1,145 Irving Carter




# WORLD'S GREATEST BONUS - CONTINUED

<b>\$1,143</b>	Daniel Li	<b>\$933</b>	Cristi Huffman	<b>\$871</b>	Kade Beck	<b>\$797</b>	Duke Adujones	<b>\$730</b>	Irving Rociles-Duran	<b>\$675</b>	Andres Medina-Carreto	<b>\$617</b>	Man Luc	<b>\$574</b>	Fabian Aniekwensi	<b>\$526</b>	Jesse Benwell
<b>1,139</b>	Joselynn Nicolas	<b>1,031</b>	William Robinson	<b>932</b>	Nicholas Gasparro	<b>796</b>	Elaine O'Neill	<b>730</b>	Deborah Paredes	<b>673</b>	Donte Grant	<b>617</b>	Luc Do	<b>574</b>	Juan Garcia	<b>526</b>	Kenneth Burnett
<b>1,137</b>	Jasmine McLin	<b>1,030</b>	Brian Murray	<b>929</b>	Melanie Gonzalez	<b>795</b>	Nathan Handrahan	<b>728</b>	Jared Mercer	<b>672</b>	Marie Laine	<b>617</b>	Carlene Samecken	<b>573</b>	Mark Hart	<b>526</b>	Gary Campbell
<b>1,137</b>	Scott Florin	<b>1,028</b>	Kameelah Salter	<b>929</b>	Tonia Reaves	<b>794</b>	Maurice Baritz	<b>728</b>	Frazell Smith	<b>669</b>	Brendan Bradfield	<b>616</b>	Jordan Arcuri	<b>572</b>	Joanna Hansen	<b>525</b>	Marcus Rodgers
<b>1,134</b>	Frank Kacvinsky	<b>1,027</b>	Vaikona Finau	<b>928</b>	Stacy Lanzo	<b>791</b>	Joseph Hedborn	<b>728</b>	Shannah Connors	<b>669</b>	Sanyo Galloway	<b>614</b>	Carly Ferraro	<b>571</b>	Craig Reed	<b>525</b>	Mike Bray
<b>1,134</b>	Toni-Ann Allen	<b>1,024</b>	Schuyler McCabe	<b>927</b>	Rohan Smith	<b>790</b>	Justin Sutton	<b>727</b>	Levi Nester	<b>667</b>	Maureen Rodriguez	<b>613</b>	Marmin Alea	<b>570</b>	Judy Dawson	<b>524</b>	John Carter
<b>1,133</b>	Viyarath Vongprachan	<b>1,024</b>	Greta Wilson	<b>927</b>	Virakbot Dung	<b>789</b>	Delphine Doucette	<b>726</b>	Kenneth Manuel	<b>667</b>	Shafer Pacada	<b>613</b>	Cleon Reid	<b>570</b>	Jason Craig	<b>522</b>	Pedro Santos
<b>1,132</b>	Gregg Whiting	<b>1,023</b>	Derek Swanier	<b>926</b>	Theresa Bellajaro	<b>788</b>	Jessica Roysse	<b>725</b>	Toby Painter	<b>665</b>	Rory Cook	<b>613</b>	Zachary Hayek	<b>567</b>	Santee Pinnock	<b>521</b>	John Quiroz
<b>1,130</b>	Patrick Rowe	<b>1,021</b>	Oleg Novitchii	<b>926</b>	Lacey McMullen	<b>788</b>	Zaneisha Countryman	<b>725</b>	Kierra Goodwin	<b>662</b>	Caio Orofino	<b>612</b>	Gabriel Manzo	<b>567</b>	George Shafiek	<b>520</b>	Stacy Cortez
<b>1,127</b>	Jamar Fisher	<b>1,019</b>	Nicole Bromley	<b>925</b>	Alexander Johnston	<b>787</b>	Enrique Perez	<b>725</b>	Todd Powers	<b>662</b>	Aaron Hoover	<b>612</b>	Jacob Ansell	<b>565</b>	Anse Blake	<b>520</b>	Vanessa Bumpus
<b>1,126</b>	Major Clary	<b>1,017</b>	Jordan Walsh	<b>923</b>	Kyle Robbins	<b>785</b>	Kimberlyn Wraygore	<b>721</b>	Kendra Sabin	<b>661</b>	Austin A Smith	<b>611</b>	Sam Chan	<b>565</b>	Norri McKibben-Flynt	<b>520</b>	Elliot Rush
<b>1,120</b>	Martha Miller	<b>1,015</b>	Matthew Obringer	<b>923</b>	Erica Peay	<b>785</b>	William Gaskins	<b>721</b>	Eyad Awdi	<b>661</b>	Sean Hansen	<b>609</b>	Michael Sweeney	<b>565</b>	Kurt Theis	<b>518</b>	Fiatiliga Apineru
<b>1,118</b>	Gregory Little	<b>1,015</b>	Dale Meyer	<b>921</b>	Wanda Williams	<b>785</b>	Yasmeen Akel	<b>719</b>	Pierson Grasby	<b>660</b>	James Flores	<b>609</b>	Katie-Rose Corkum	<b>565</b>	Orlando Ferrell	<b>517</b>	Christopher Israel
<b>1,117</b>	Shirley Jackson	<b>1,014</b>	John Catalano	<b>921</b>	John Matos	<b>784</b>	Jessica Velazquez	<b>719</b>	Dean Gushi	<b>658</b>	Jeffrey Galvert	<b>608</b>	Connor McCollum	<b>564</b>	David Godinez	<b>517</b>	David Herchick
<b>1,116</b>	Rochelle Lugo	<b>1,013</b>	Neville David	<b>919</b>	Vanessa Delery	<b>783</b>	Brian MacDonald	<b>718</b>	Ronald Clark	<b>658</b>	Roger King	<b>608</b>	Anthony Chirico	<b>563</b>	Zenon Zorij	<b>517</b>	Joshua Miker
<b>1,116</b>	Jacob Carlson	<b>1,013</b>	Daniela Manes-Browning	<b>918</b>	Avalon McLeod	<b>782</b>	Christopher George	<b>716</b>	Dillon Goldman	<b>657</b>	Latoya Patterson	<b>607</b>	Kristin Cesarz	<b>562</b>	Elizabeth Shayler	<b>515</b>	Jordan Seguin
<b>1,109</b>	Jennifer Young	<b>1,013</b>	Cody Messina	<b>918</b>	Jeremy Rivers	<b>782</b>	Bennett Smith	<b>715</b>	Annmarie Vega-Perez	<b>657</b>	Tyrenna Wesley	<b>607</b>	David Rios	<b>560</b>	Javier de la Rosa	<b>514</b>	Joshua Crisp
<b>1,107</b>	Byron Belser	<b>1,011</b>	Andrea Usanga	<b>918</b>	Nathalie Kanzki	<b>781</b>	Tonya Bailey	<b>715</b>	Patricia Lambert	<b>657</b>	Corey Clayton	<b>606</b>	Sarah Batnag	<b>559</b>	Ronald Fitzgerald	<b>514</b>	Yousuf Khan
<b>1,107</b>	Anita Przybylowicz	<b>1,009</b>	Matthew Simon	<b>917</b>	Inderjit Toor	<b>781</b>	Folashade Jackson	<b>714</b>	Fred Greenawalt	<b>655</b>	Soonalote Taogaga	<b>606</b>	Kenneth Barton	<b>558</b>	Derek Pratt	<b>514</b>	Kamilah Brock
<b>1,103</b>	Emmanuel Fedna	<b>1,008</b>	Suleika Vasquez	<b>917</b>	Annette Wilton	<b>780</b>	James Frese	<b>714</b>	Peer Shmelzer	<b>654</b>	Kenyatta McConico	<b>603</b>	Terrence Smith	<b>558</b>	Susan Cousineau	<b>513</b>	Paul Marston
<b>1,103</b>	Michelle Seaman	<b>1,006</b>	Ariana Dennison	<b>916</b>	Carlo Buhay	<b>777</b>	Milan Sharma	<b>713</b>	Nisha Mahler	<b>654</b>	Austin Soboleski	<b>603</b>	Tibor Simon	<b>557</b>	Skylar Chauvin	<b>512</b>	Xinxin Bu
<b>1,102</b>	Edill Cobos	<b>1,006</b>	Max Nozek	<b>915</b>	Crystal Aitaegbebbunu	<b>777</b>	Casey Pfeffer	<b>711</b>	Michael Sherwood	<b>654</b>	Samuel Napier	<b>603</b>	Alexandra Berberich	<b>555</b>	Kethler Claimon	<b>512</b>	Shannon Spears
<b>1,101</b>	Zeidi Cardenas	<b>1,004</b>	Josh Okray	<b>913</b>	Denvenile Loney	<b>776</b>	Michelle Leese	<b>710</b>	Amanda Dickinson	<b>652</b>	Adam Boggs	<b>603</b>	Pa Yang	<b>554</b>	Karla Petatan	<b>511</b>	Andrew Severson
<b>1,100</b>	Kenneth Preston	<b>1,001</b>	Tonja Hofmann	<b>912</b>	Tam Kim	<b>776</b>	Pablo Solis	<b>709</b>	Julian McClain	<b>652</b>	Brittany Millican	<b>603</b>	Chamroen Yim	<b>553</b>	Gloria Mendoza	<b>511</b>	Brandon Edens
<b>1,099</b>	Jon Golin	<b>1,000</b>	Nicholas Walsh	<b>911</b>	Edwin Cruz	<b>774</b>	Cori Bowlin	<b>709</b>	Mandale Tolefree	<b>650</b>	Melvin Arritt	<b>602</b>	Jeffrey Spanaus	<b>553</b>	Brett Bowe	<b>510</b>	Saint Labbe
<b>1,098</b>	Phillippe Godin	<b>998</b>	David Rigney	<b>911</b>	Julie Aprahamian	<b>774</b>	Andrea Yee	<b>709</b>	Emily Brunner	<b>649</b>	Belinda Rickles	<b>601</b>	Candi Carlisle	<b>553</b>	Jesse Onysko	<b>510</b>	Noel Malpica
<b>1,098</b>	Tomasi Tomasi	<b>998</b>	Krystal Quintana	<b>911</b>	Casey Burnicle	<b>771</b>	Michael Meisel	<b>708</b>	Rafi Nawabi	<b>649</b>	Michael Laperche	<b>600</b>	James Mahler	<b>552</b>	Avigal Pinchas	<b>509</b>	Elena Riley
<b>1,097</b>	Eric Watson	<b>997</b>	Steve Mersan	<b>910</b>	Monica Goulbourne	<b>770</b>	Afsaneh Tehrani Zadeh	<b>708</b>	Jeremy Cutlip	<b>648</b>	Gretchen Lasser	<b>600</b>	Russell Dick	<b>552</b>	Bryan Fronenberg	<b>509</b>	Theresa Desselles
<b>1,096</b>	Renada Bogan	<b>997</b>	Andrew Bishop	<b>910</b>	Sonia Tyner	<b>770</b>	Matthew McCall	<b>707</b>	Leya Kirchstein	<b>648</b>	Arthur Kicknosway	<b>594</b>	Ashraf Nashed	<b>551</b>	Alexis Pineiro	<b>508</b>	Suzanne McRoberts
<b>1,091</b>	Evan Donoghue	<b>989</b>	Brazilian Mitchell	<b>907</b>	Daniel Rota	<b>770</b>	Joseph Corwin	<b>707</b>	Moriah Hillhouse	<b>647</b>	Annie Thomas	<b>594</b>	Zachary Suarez	<b>549</b>	Jonathan Collins	<b>504</b>	Nicholas Bigec
<b>1,091</b>	Gary Slocum	<b>987</b>	Jordan Morgan	<b>906</b>	Kevin Gill	<b>766</b>	Alba Williams	<b>707</b>	James Buch	<b>646</b>	Karen Celeste	<b>594</b>	Karen Lamey	<b>549</b>	Michael Hinojosa	<b>504</b>	Justin Graegin
<b>1,088</b>	Alma B Gonzalez	<b>987</b>	Arien Seemann	<b>906</b>	Chad Brunson	<b>765</b>	Beth Zaccari	<b>707</b>	Aidilma Ferreira	<b>644</b>	Karen Gates	<b>594</b>	Mark Bishop	<b>549</b>	Steven Halm	<b>504</b>	Carlos Garcia
<b>1,085</b>	Javier Roe	<b>986</b>	Amy Pearce	<b>904</b>	Robert T Harris	<b>760</b>	Octavia Kong	<b>707</b>	Craig Clever	<b>643</b>	Cheri Tupling	<b>593</b>	Roger Rau	<b>549</b>	Matthew Pengtakoon	<b>503</b>	Ryland Eisele
<b>1,081</b>	Calvin Shaw	<b>984</b>	Eva McCracken	<b>903</b>	Toni Sanders	<b>760</b>	Aaron Parks	<b>706</b>	Audrey Armstrong	<b>642</b>	Cory Reckel	<b>593</b>	Marcus Martin	<b>549</b>	Michel Lavelanet	<b>502</b>	Marjorie Hansen
<b>1,081</b>	James Swinton	<b>978</b>	Steven Mencis	<b>903</b>	Timothy Watson	<b>758</b>	Asiguy Haugabook	<b>704</b>	Brian Jerome	<b>642</b>	Jonathan Frigola	<b>592</b>	Emma Sermos	<b>548</b>	Daniel Fulmer	<b>502</b>	Amir Kashfolayat
<b>1,081</b>	Melissa Losk	<b>977</b>	Julliann Lalor	<b>903</b>	Olga Tsymbal	<b>755</b>	Gaetano Daidone	<b>703</b>	Saul Lopez	<b>641</b>	Bridgid Casey	<b>591</b>	Alexa Hayward	<b>548</b>	Jason J Gordon		
<b>1,080</b>	Kevin Williams	<b>973</b>	Maryury Garcia	<b>901</b>	Justine Dennis	<b>755</b>	Tanya Labinowicz	<b>702</b>	Ryan Tolmos	<b>641</b>	Ronald Heller	<b>591</b>	Mali Reed	<b>546</b>	Michael Steimle		
<b>1,076</b>	Ivan Spehar	<b>971</b>	Robert Adams	<b>901</b>	Lisa Burleson	<b>755</b>	Hinda Grayman	<b>702</b>	Jesse Bachrach	<b>641</b>	Scott Harris	<b>589</b>	Andrew Rose	<b>545</b>	Epeli Uta		
<b>1,074</b>	Alex Loosli	<b>971</b>	Slavita Hut	<b>901</b>	Hanbo Xu	<b>755</b>	Nikki Miner	<b>702</b>	Casey Pike	<b>640</b>	Stephanie Brockman	<b>588</b>	Taylor Nathaniel	<b>545</b>	Benjamin Goff		
<b>1,073</b>	Henry McCormick	<b>968</b>	Jeremy Merriweather	<b>900</b>	Brandon Minor	<b>755</b>	Justin Miller	<b>700</b>	Denise Zabel	<b>638</b>	Pritpal Jagpal	<b>588</b>	Noreen McNear	<b>544</b>	Mesepa Channing		
<b>1,072</b>	Anna Mobilia	<b>967</b>	Shibga Chowdhury	<b>898</b>	Zoltan Krescko	<b>753</b>	Tomoka Atterberry	<b>700</b>	Lynn Doolittle	<b>638</b>	Maricela Espinoza	<b>588</b>	Matthew Roughton	<b>544</b>	Rebecca McWilliams		
<b>1,072</b>	Morgan Lawson	<b>965</b>	Chelsea Gobes	<b>897</b>	Norma Cueto Galvez	<b>752</b>	Norma Cueto Galvez	<b>699</b>	Amber Strawn	<b>635</b>	Kerri Doucette	<b>587</b>	Joshua Knight	<b>543</b>	Robert Reams		
<b>1,072</b>	Natalia Tatkovska	<b>965</b>	Larry Alexander	<b>897</b>	Iris Davis	<b>751</b>	John DeBellis	<b>698</b>	Ronald Jones	<b>634</b>	Lindzy Egan	<b>586</b>	Sharon Manning	<b>542</b>	Yihsin Huang		
<b>1,071</b>	Lien Hang	<b>962</b>	Al-Karim Walji	<b>896</b>	Marionne Ott	<b>750</b>	Thomas Lypps	<b>698</b>	Colton Gould	<b>633</b>	Jacquelyn Bahr	<b>586</b>	Leah Unzicker	<b>541</b>	Anna Augustyniak		
<b>1,070</b>	James Parkman	<b>961</b>	Ronnie Hannan Daley	<b>895</b>	Virgini Lee	<b>749</b>	Gabriela Becerra	<b>698</b>	Juan Nunez	<b>633</b>	Manuel Duran	<b>586</b>	Manuel Duran	<b>541</b>	Adam Kidikas		
<b>1,068</b>	Elba Vargas	<b>960</b>	Rachel Mesnard	<b>895</b>	Chandler Groves	<b>748</b>	Jacqueline LaBlanc	<b>696</b>	Randy Souliers	<b>631</b>	Henri Young	<b>586</b>	Scott Galliford	<b>541</b>	Marisha Sommerville		
<b>1,065</b>	Nicholas Ailport	<b>958</b>	Blaine Kubicek	<b>894</b>	Jett Barnes	<b>745</b>	Shannon Richards	<b>694</b>	Ashley Wenning	<b>630</b>	Deanna Wright	<b>585</b>	Karen Fleming	<b>540</b>	Andrea Calcara		
<b>1,062</b>	Joshua Arsham	<b>957</b>	Johana Fartouh	<b>891</b>	Paulius Komskis	<b>744</b>	Kelvin Mejia	<b>694</b>	Mayra Robles	<b>630</b>	Jeremy Morris	<b>585</b>	Benitez Rivera	<b>540</b>	Kaisee Cogswell		
<b>1,059</b>	Daryl Graham	<b>957</b>	Kasi Hobbs	<b>891</b>	Ngodzi Okoro	<b>744</b>	Erin Nicole	<b>692</b>	Rodney Celestin	<b>628</b>	Daniel Stanfield	<b>585</b>	Derek Woo	<b>540</b>	Timothy Peters		
<b>1,058</b>	LaTasha Boyd	<b>955</b>	Maria Ramirez	<b>890</b>	Stephanie Brown	<b>743</b>	Lance Watson	<b>691</b>	Larry Pasquale	<b>627</b>	Torrey Hardy	<b>585</b>	Erin Moyer	<b>539</b>	Edward DeFurio		
<b>1,055</b>	Jesse Wilson	<b>953</b>	Kareem Mutia	<b>890</b>	Boris Powell	<b>743</b>	Tana Rulkova	<b>689</b>	Niurka de Armas-Duran	<b>626</b>	Preeti Sahgal	<b>585</b>	Haydn Daniel	<b>539</b>	Michael J Smith		
<b>1,054</b>	Connie Arnould	<b>953</b>	Christopher Hamilton	<b>889</b>	William Tompkins	<b>743</b>	Joshua Nkwocha	<b>688</b>	Solomone Mahe	<b>626</b>	Kadeem Parkes	<b>584</b>	Beau Bequette	<b>538</b>	Albert Lee		
<b>1,053</b>	Steve Marker	<b>952</b>	Robert Skok	<b>888</b>	David Deecz	<b>743</b>	Edwin Rodriguez	<b>687</b>	Bryan Hipkam	<b>625</b>	Stacy Cathell	<b>584</b>	Scott Ross	<b>538</b>	Tedroy Lynch		
<b>1,052</b>	Richard Boggs	<b>951</b>	Christopher Brodeur	<b>888</b>	Deisyray Marvin	<b>742</b>	Vincent Morgan	<b>687</b>	Agnieszka Belcik	<b>624</b>	George Bort	<b>580</b>	Mohammed Moalawi	<b>537</b>	Bilal Farsakh		
<b>1,052</b>	Starr Grace	<b>951</b>	Matthew Wilson	<b>886</b>	Craig Strompf	<b>742</b>	Samantha Erbe	<b>684</b>	Dylan Farmer	<b>624</b>	Cameron Lilly	<b>580</b>	Brandon Schwed	<b>537</b>	Charles O'Dell		
<b>1,045</b>	Teresa Plastina	<b>949</b>	Mynor Lemus	<b>885</b>	Ngazi Okoro	<b>741</b>	Tyler-Dewayne Wright	<b>684</b>	Shavonne Hudson	<b>624</b>	Lakatta Carey	<b>579</b>	Rebecca Jean	<b>537</b>	Amber Daniels		
<b>1,045</b>	Joshua Lowman	<b>945</b>	Nancy Pennington	<b>884</b>	Barney Browner	<b>738</b>	Jessica Johnson	<b>682</b>	Liliana Rodriguez	<b>624</b>	Jaime Baez	<b>579</b>	Paul Dempsey	<b>535</b>	Carrie Bowman		
<b>1,043</b>	Hammed Sulaiman	<b>945</b>	Eric Hidy	<b>883</b>	Miryam Cabrera	<b>737</b>	Sherly Philippe	<b>682</b>	James Sodian	<b>623</b>	Tovaughna Tipton-Adams	<b>579</b>	Shawn Cryderman	<b>535</b>	Jeremiah Russin		
<b>1,043</b>	Thomas Guyton	<b>944</b>	Maurice Coleman	<b>882</b>	Spencer Simmons	<b>736</b>	Abass Shittu	<b>682</b>	Eric Corner	<b>622</b>	Eric Thompson	<b>578</b>	James Weir	<b>534</b>	Scott Kim		
<b>1,041</b>	Domonique Wells	<b>942</b>	Violetta Goldman	<b>879</b>	Svyatoslav Stefanyshyn	<b>736</b>	Kaila Stopa	<b>682</b>	Austin Hamilton	<b>621</b>	Ashley Gatewood	<b>578</b>	David Buetow	<b>533</b>	Clifford Bailey IV		
<b>1,040</b>	Michael Baguer	<b>941</b>	Steve James	<b>878</b>	Rosalie Matthews	<b>735</b>	Reynolds Akuamo	<b>680</b>	Andrew Allen	<b>620</b>	Sarah Welch	<b>577</b>	Brandon Mogel	<b>533</b>	Molly Maxwell-Clark		
<b>1,039</b>	Elizabeth Thomas	<b>940</b>	James Powers	<b>875</b>	John Turner	<b>735</b>	Tyler Disch	<b>679</b>	Rashidah Henriques	<b>619</b>	Donrie Purcell	<b>577</b>	Sandra Linse	<b>531</b>	Christopher Vesnesky		
<b>1,037</b>	James Bonaccorsi	<b>938</b>	Joshua Lynch	<b>875</b>	Maanita Meneses	<b>734</b>	Sarah Collenbaugh	<b>679</b>	Marsha Maille	<b>619</b>	Daric Drysch	<b>576</b>	Luz Echeverria	<b>531</b>	Zachery Kertulis		
<b>1,036</b>	Richard Beck	<b>936</b>	Sharon Nigota	<b>873</b>	Jeramey Pitman	<b>733</b>	Fritznel Octave	<b>678</b>	Mary Perinpanayagam	<b>618</b>	Rachel Gallagher	<b>576</b>	Travis Barnes	<b>528</b>	Ashley Griffiths		
<b>1,035</b>	Milena Arceo	<b>935</b>	Jennifer Wehrle	<b>873</b>	Troy Goddard	<b>732</b>	Ryan Witham	<b>676</b>	Pita Pelenato	<b>618</b>	Horace Johnson	<b>575</b>	Carlos Frazier	<b>528</b>	Akasha Trujillo		
<b>1,034</b>	Raymond Angeles	<b>934</b>	Alipate Makaui	<b>872</b>	Cristian Matapenagos	<b>731</b>	Kyle Alden	<b>675</b>	Jean Joseph	<b>618</b>	Kamron Mehri	<b>575&lt;/</b>					




# LEADERSHIP BONUS

**1**




**MARIAN SERTLER**  
\$48,973  
Sabrina Lloyd

**2**




**MARC SALVAGGI**  
\$32,077  
Surace-Smith

**3**




**ROBERT KANAAN**  
\$30,593  
Imran Satti

**4**



**PATRICK BENDURE**  
\$29,448  
Surace-Smith

**5**



**ZACH OTTO**  
\$27,236  
Sabrina Lloyd

## DECEMBER BONUS LEADERS

### December Bonus Payout: \$1,689,911

December Bonus Qualifiers: 1,077

- \$48,973 Marian Sertler
- 32,077 Marc Salvaggi
- 30,593 Robert Kanaan
- 29,448 Patrick Bendure
- 27,236 Zach Otto
- 26,255 Thomas Vena
- 23,767 Matthew Diulus
- 23,103 Ryan Fickert
- 22,228 Ryan Giddens
- 15,026 Joshua Dishong
- 14,976 Nicholas Moore
- 14,552 Charles Ferrari
- 14,240 Michael Musso
- 13,602 Bobby Szwaja
- 13,581 David Wang
- 13,488 Harold Durana
- 12,229 Ernest Powell
- 12,216 Matthew Parks
- 11,361 John Conard
- 11,209 John Young
- 11,134 Pablo De La Cruz
- 10,686 Joshua Krueger
- 10,576 Steven King
- 10,381 Doreen Ryan-Foti
- 10,099 Michael Clemente
- 9,945 Rodney Ward
- 9,927 Mark Beckford
- 9,886 Ryan Bisanz
- 9,653 Bobby Gujral
- 9,557 Christina Meyer
- 9,311 Jake Yagjian
- 9,112 Heath Bailey
- 9,111 Antonio Reyes
- 8,795 Michael Gerstein
- 8,569 Jonni Hall
- 8,417 Jesse Spencer
- 8,351 Aaron McLean
- 8,337 Ryan Wilson
- 8,189 Justin Adams
- 8,185 Jameetri Washington
- 8,063 James DePetro
- 7,958 Sean Velasquez

- \$7,941 Morgan Lobello
- 7,931 Marisa Willgruber
- 7,913 Blake Higuchi
- 7,870 Jesse Rennich
- 7,737 Shahab Mahdavinejad
- 7,558 Syed Quadri
- 7,399 Nicholas Scordos
- 7,300 Evan Holzhauser
- 7,075 Brian Zuzick
- 7,045 Timothy Kieran
- 6,927 Roger Fung
- 6,872 Joshua Jackson
- 6,868 Eric Ebbitt
- 6,831 Todd Glazer
- 6,793 Corey Helly
- 6,783 Adeyemi Akinade
- 6,742 Britton Costa
- 6,725 Rafi Nawabi
- 6,624 John Nieves
- 6,563 Trevor Mayer
- 6,534 Gabriela Sime
- 6,485 Robert Smith
- 6,433 Sheila Downey
- 6,154 Stephen Hill
- 6,138 Nasr Quadri
- 6,062 Craig Ebinger
- 5,950 Jordan Chalom
- 5,801 Herman Fennell
- 5,799 Chad Potts
- 5,770 Joseph Tomanovich
- 5,765 I-Perfection Harris
- 5,716 George O'Shea
- 5,688 London Nelson
- 5,611 Melinda-Rae Lyse
- 5,595 Jonni Ng
- 5,524 Avi Kauderer
- 5,471 Craig Strompf
- 5,419 Jimmy Tchen
- 5,418 Andre Hawthorne
- 5,380 Alon Fischer
- 5,327 Jonathan Emura
- 5,325 Patrick Knouse

- \$5,316 Begona Patino-Lopez
- 5,300 Hal Herman
- 5,210 Muhammed Ashraf
- 5,182 Nicole Sanders
- 5,149 Sharif Grays
- 4,990 Brandon Teter
- 4,953 Richmond Gerrish
- 4,940 Cara DeFiore
- 4,933 Beau Locker
- 4,848 Melne Hughes
- 4,829 Jason Bratin
- 4,802 London Burnett
- 4,793 Scott Wheeler
- 4,754 Christopher Dicks
- 4,714 Dustin Dunlap
- 4,699 Magda Figueiredo
- 4,633 Brandon MacDonald
- 4,618 Reynolds Akuamo
- 4,468 Mack Doby
- 4,448 Steve Svendsen
- 4,445 Patrick Stenglein
- 4,365 Ransay Vazquez
- 4,363 Brent Bowling
- 4,309 Sampathai Sopha
- 4,220 Casey Kumash
- 4,219 Robert Hamilton
- 4,208 Bradley Kampmeier
- 4,206 Devon Chapman
- 4,134 Mark Dombrowski
- 4,116 Rita Haidinger
- 4,111 Robert Park
- 4,101 Kody Kramme
- 4,091 Shorne Brown
- 4,074 Richard Dyer
- 4,039 John M McGrath
- 4,022 Stephen Jeung
- 4,003 Samuel Cohen
- 3,997 Duni Olusegun
- 3,914 William Hallam
- 3,762 Eugene Garcia
- 3,689 Richard Barbour
- 3,654 Jinelly Urena

- \$3,643 Nikolas Moreschi
- 3,617 Andrew McQuade
- 3,593 Timothy Wilson
- 3,485 Jack Keiderling
- 3,475 Martyna Dudapasieka
- 3,435 Fritznel Octave
- 3,403 Anita Ferris
- 3,386 Yihao Chen
- 3,386 Charley Forshee
- 3,369 Jessica Santamarina
- 3,259 Phillip Jenkins
- 3,217 Noel Rose
- 3,188 Matthew Turnquist
- 3,147 Michael Williams Jr
- 3,135 Ashley Wenning
- 3,112 Kerlens LaRose
- 3,102 Dean Jensen
- 3,099 Lori Dacyk
- 3,096 Patrick Rieger
- 3,069 David Hefflin
- 2,995 Andrew J Wilson
- 2,967 Joy Vann-Austin
- 2,938 Andrzej Sertler
- 2,909 Alexandra Graham
- 2,865 Matthew Cartwright
- 2,863 Steve Surace
- 2,788 David Rigney
- 2,786 Christopher Hintz
- 2,771 Michael Cirelli
- 2,768 Minh Phung
- 2,714 Amber Dregalla
- 2,701 Carlos Arballo
- 2,688 Andre McCallum
- 2,673 Brett Gryska
- 2,667 Aziz Farsakh
- 2,663 Jason Lee
- 2,659 John Sparby
- 2,630 Kade Beck
- 2,601 Nicholas Engrav
- 2,513 Christopher Rodriguez
- 2,507 Curtisha Stephens
- 2,472 Nicholas Lorence

- \$2,425 Derek Foore
- 2,398 Levar Morgan
- 2,348 Ryan Stenglein
- 2,328 Jack Keiderling
- 2,300 Julianne Scavo
- 2,265 Ryan McIntosh
- 2,256 Drew Sharp
- 2,246 Kaitlyn Brandt
- 2,238 Darcy Schrieber
- 2,225 Troy Williams
- 2,211 Daniel Hartwig
- 2,195 David Guzman
- 2,183 Cameron Cimino
- 2,100 Scott Montgomery
- 2,081 Ofa Tupouniua
- 2,081 Luay Ghawi
- 2,066 Joshua Olin
- 2,066 Mark Hileman
- 2,046 Jessica Wilhite
- 2,025 Steve Bryant
- 2,025 Michael May
- 2,022 Brandon Summertown
- 2,006 Christopher Murray
- 1,983 Christopher Akins
- 1,975 Tiffany Babin
- 1,963 Tyler Worstell
- 1,959 Gabriel Feldmann
- 1,932 David Higa
- 1,932 Jean Joseph
- 1,918 Angel Martinez
- 1,913 Holly Lacey
- 1,910 Mohammed Moalawi
- 1,866 Benjamin Ainscough
- 1,861 Lisa Richardson
- 1,861 Matthew Wolfanger
- 1,856 Andre Bent
- 1,850 Chelsie Otto
- 1,789 Timothy Buckner
- 1,778 William Soulier
- 1,775 Alix Albright
- 1,775 Tina Phongsavath
- 1,750 Jenna Grula

- \$1,750 Patrick Guthrie
- 1,750 Janet Ramirez
- 1,748 Joshua Rush
- 1,728 Tom Weller
- 1,725 Micah Focken
- 1,725 Steven Rios
- 1,721 Alberto Alcalá
- 1,718 Aaron Ralston
- 1,714 Edward Nguyen
- 1,675 Eric Thompson
- 1,669 Donte Grant
- 1,652 Meaghan Kehl
- 1,650 George Kamel
- 1,650 Michael Williams Jr
- 1,633 Allen Watson
- 1,613 Erica Fitzsimmons
- 1,600 Paul Smith
- 1,592 Jesse O Martin
- 1,588 Joshua Crisp
- 1,581 Dan Ikei
- 1,577 Alex Kae
- 1,575 Christine Barbour
- 1,575 Lindsey Dettwiller
- 1,575 Matthew Obringer
- 1,573 Britany Pariente
- 1,552 Taylor Black
- 1,550 Kasali Kotun
- 1,550 Ashley Ruhl
- 1,550 Cassandra Cantner
- 1,541 Stephen Giddens
- 1,526 Nathan Widloe
- 1,525 Matthew Hilton
- 1,519 Joseph Kanaan
- 1,512 Patrick Duray
- 1,490 Gilbert Hicks
- 1,488 Stephanie Kell
- 1,483 Michael Laramie
- 1,481 Laura Frew
- 1,475 Elias Boles
- 1,463 Bradley Fordyce
- 1,451 Angel Patryluk
- 1,450 Edford Banuel
- 1,450 Matthew Dawson
- 1,434 Troy Plummer
- 1,425 Alma Lozano
- 1,419 Lee Jeffers
- 1,414 Ala Awad
- 1,413 Michael Russo
- 1,400 Johnny Ly
- 1,400 Daniel Walton
- 1,375 Justin Diaz
- 1,363 Jordani Hut
- 1,341 Ho Tran
- 1,331 Patricia Cicerale
- 1,325 Brandon Edens
- 1,325 Erin Moyer
- 1,313 Victor Agurto
- 1,313 Christina Jauch
- 1,305 Jonathan Maust
- 1,300 Sokol Fazliu
- 1,294 Joshua Rausser
- 1,290 Jeffrey Gilliana
- 1,288 Jeramey Pitman
- 1,287 Michael Shaba
- 1,285 Ashlynn Orng
- 1,281 Jesse Benwell
- 1,268 Mike Lade
- 1,246 Paul Samra
- 1,244 Asiguy Haugabook

- \$1,238 Matthew Cessna
- 1,225 Nathan Hunt
- 1,217 Mathew Mealey
- 1,206 John McDougald
- 1,203 Albert Lau
- 1,203 Brandon Minor
- 1,200 Denville Loney
- 1,200 Kyle Schimizzi
- 1,175 Kashief Perkins
- 1,174 Mahadai Kryshundayal
- 1,169 Michael Denton
- 1,169 Liam Flaherty
- 1,169 Raul Rojas
- 1,164 Jamil Harris
- 1,163 Michael Joseph
- 1,156 Menno Glick
- 1,150 Aaron Parks
- 1,150 Roger Rau
- 1,138 Bilal Farsakh
- 1,125 Vinea Moore
- 1,125 Karen Mosley
- 1,125 James Sherwood
- 1,120 Andrew Chambers
- 1,116 Grant Myers
- 1,113 Melissa Quintal
- 1,097 Anthony Lopez
- 1,088 Scott Kim
- 1,075 Matthew Bell
- 1,075 Reesa David
- 1,075 Phillip Goodwin
- 1,075 Enrique Sandoval
- 1,063 Robert Drake
- 1,063 Vincent Meyer
- 1,056 Christian West
- 1,050 Lamar Livingston
- 1,050 Michael Tribbitt
- 1,044 Sandra Sandoval
- 1,044 Anthony Theriault
- 1,038 Thomas Longino
- 1,038 Paul Zuzick
- 1,025 Ibrahim Bah
- 1,025 Alisha Arderton
- 1,025 Joseph Luminiello
- 1,019 Brian Gilmore
- 1,013 Frank Cordaro
- 1,006 Susan Scott
- 1,000 Kimberle Spooner
- 975 David Anderson
- 975 Justin Barker
- 975 Heather Watts
- 975 Zathia Zarza
- 950 Jamie Cates
- 950 Jordan Lacy
- 950 Ryan Locke
- 950 Bryant Logan
- 950 Tad Teeters
- 944 Ericka Martinez
- 938 Erez Shabtay
- 938 George Taramas
- 937 Aaron Friedlander
- 930 Marcus Moody
- 925 Christine DiSanto
- 925 Jeffrey Gilliana
- 925 Robert Locke
- 925 Jonathan Maxwell
- 925 Heather Miller
- 925 Anna Pulit
- 913 Omar Billy
- 913 Derren Chapman
- 911 Darren Miller

- \$900 Bonnie Dupre
- 900 Richard Jones Jr
- 900 Glenn Martin
- 900 Adrian Segalla
- 899 Sara Vaz
- 888 Hunter Houvener
- 881 Tyler McKnight
- 875 Tonya Bailey
- 875 Denis-Michael Catalano
- 875 Nathan Doyle
- 875 Rebyka Watson
- 875 Lara Wyatt
- 871 Gevorg Yanukyan
- 869 Sandra Byrd
- 869 Calvin Irving
- 863 Jeffrey Hall
- 863 Mike Paragiou
- 863 Rohan Smith
- 863 Dominic Telymonde
- 859 Phillip McEfresh
- 854 Matthew Zang
- 854 Peter Gabranski
- 850 Orby Kelley
- 850 Michael Licata
- 850 Corey Moore
- 850 Joshua Randolph
- 844 Daryl Williams
- 840 Alex Torruella
- 838 Michael Perez
- 837 Bruce Viaje
- 825 Azar Afnan
- 825 Brendon Comeau
- 825 Jason Cox
- 825 Mark Glazer
- 825 Kimberly Hamilton
- 825 Christopher Kennedy
- 825 Oleg Novitchii
- 825 Jeremy Schroeder
- 813 Charles Portis
- 811 Logan Klink
- 808 Kierra Goodwin
- 800 Kelly Ekker
- 800 Carrie Hamner
- 800 Brandon Johnson
- 800 Brian Thai
- 800 Jamie Winters
- 797 Christina LaPlant
- 778 Jeffrey Witherall
- 775 Andrew Dorf
- 775 Ivonne Perez
- 775 Darrin Roberts
- 763 DeAnthony Hartman
- 763 Jason Patryluk
- 763 Alex Smith
- 763 Ryan Tomajcik
- 750 Erika Michaels
- 750 Michael Russin
- 750 Clint Uwaine
- 725 Kamilah Brock
- 725 Evan Donoghue
- 725 Richard Drew
- 725 Taylor Foster
- 725 Joshua West
- 719 Veronica Carrion
- 713 Heather Berg
- 713 Edy Haddad
- 713 Jesus Parra
- 700 Kyle Alden
- 700 Dorothy Niederer
- 700 Scott Swint






- \$700 Horatio Ward
- 700 Daniel Franke
- 694 Jason von Rosenberg
- 688 Edward Crocker
- 680 Kelsey Roth
- 675 Candice Anderson
- 675 Matthew Bogle
- 675 Emilia Eich
- 675 Samantha Erbe
- 675 Francis Ingulli
- 675 Lige Li
- 675 Ryan Orloski
- 675 Travis White
- 666 Kelvin Fernandez
- 663 Christopher Clark
- 662 David Thornton
- 660 Lea Jenkins
- 650 Ayrlahn Johnson
- 650 Jeremy Engrav
- 650 Omar Fernandez
- 650 Scott Florin
- 650 Joshua Kershaw
- 650 Jessica Napiza
- 650 Sonia Tyner
- 650 Kasey Williamson
- 647 Alexander Spooner
- 646 John Sardin
- 644 Joseph Quintons
- 638 Diego Chavez Arcia
- 637 Robert Nolan
- 626 Carlo Buhay
- 626 Jennifer Jantzen
- 625 Bryan Froneberger
- 625 Gary Gooden
- 625 Sina Heak
- 625 Diane Ishee
- 625 Deonte Jones
- 625 Crystal Revilla
- 625 Jonathan Rice
- 625 Timothy Watson
- 617 Erin Nicole
- 615 Bernard Ballou
- 613 Jordan Kness
- 601 James Bailey
- 600 George Bort
- 600 Patrick Connelly
- 600 Casey Finley
- 600 Tiffney Harmouche
- 600 Ariana Jones
- 600 Suzette Mangol
- 600 Zane Moore
- 600 John Silva
- 600 Jeffery Thiel
- 600 Janina Wilson
- 594 Ryan Feehan
- 588 Joshua Goodman
- 581 Amr Shater
- 575 Shalom Chaimov
- 575 James Lawson
- 575 Shane McGregor
- 575 Carrie Padgett
- 575 Ruben Santillana
- 572 Julia Loboda
- 570 Mary-Delores Ayarzagoitia
- 563 Summer Gonzalez
- 563 Damaris Henderson
- 563 Richard Pazak
- 554 Mark Kukielski
- 550 Jennifer Bettis
- 550 Jacob Bieber
- 550 Johnny Castro






- \$550 Troy Elliott
- 550 Cristina Fox
- 550 Carlos Frazier
- 550 Neil Gossman
- 550 Michael LaFreniere
- 550 Jacob Mohnke
- 550 Michelle Seaman
- 539 Deana Plaster
- 538 Gregory Graham
- 538 Edwin Rodriguez
- 537 Michael Coulthard
- 531 Richard Johnson
- 525 Jonathan Black
- 525 Mahendra Chauhan
- 525 Chelsea Gobes
- 525 Christopher Gray
- 525 Anastasia Martens
- 525 Donire Purcell
- 525 Deryck Webb
- 524 Barbara Seyoum
- 513 Timothy Penso
- 506 Scott Mudrak
- 506 Clayton Bonner
- 500 Tarek Elabasy
- 500 Jorge Guerra
- 500 James Jones
- 500 John Keslar
- 500 Michael Mallia
- 500 Shai Mate
- 500 Juan Olvera
- 500 Virginia Rice
- 500 Eric Snyder



# SA/GA DIRECT CODE FIELD TRAINING BONUS

# REINSTATEMENT BONUS

<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>ANDRZEJ SERTLER</b> \$11,049 Sabrina Lloyd	<b>PHILLIP WAISMAN</b> \$7,909 Imran Satti	<b>MARTYNA DUDAPASIEKA</b> \$5,026 Sabrina Lloyd	<b>GLENN MARTIN</b> \$4,943 Gigione-Ackerman	<b>EDWARD NGUYEN</b> \$4,006 Mathew Hart


<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>
				
<b>BRADLEY WEIGAND</b> \$3,199 Surace-Smith	<b>COREY LAVIGNE</b> \$2,487 Eric Cochran	<b>SAMI MOGANNAM</b> \$2,278 Don Foti	<b>LAUREKIN PARDOVANI</b> \$2,275 Theodore Pappas	<b>NABIL SPAHI</b> \$2,012 Gigione-Ackerman

**DECEMBER BONUS LEADERS** | December Bonus Payout: \$260,128  
December Bonus Qualifiers: 404

**DECEMBER BONUS LEADERS** | December Bonus Payout: \$61,778  
December Bonus Qualifiers: 169

- |   |   |   |   |
|---|---|---|---|
| <ul style="list-style-type: none"> <li>\$11,049 Andrzej Sertler</li> <li>7,909 Phillip Waisman</li> <li>5,026 Martyna Dudapasieka</li> <li>4,943 Glenn Martin</li> <li>4,006 Edward Nguyen</li> <li>3,896 Casey Pike</li> <li>3,343 Holly Lacey</li> <li>3,161 Steve Bryant</li> <li>2,958 Jenna Gula</li> <li>2,766 Michael May</li> <li>2,656 Brendon Comeau</li> <li>2,554 Crystal Revilla</li> <li>2,441 Christina Jauch</li> <li>2,401 Ryan O'Malley</li> <li>2,372 Tiffany Babin</li> <li>2,340 Lige Li</li> <li>2,319 Casey Finley</li> <li>2,260 Tad Teeters</li> <li>2,198 Janet Ramirez</li> <li>2,161 Derek Foore</li> <li>2,151 Matthew Dawson</li> <li>2,146 Kashief Perkins</li> <li>2,131 Richard Drew</li> <li>2,126 Steven Rios</li> <li>2,043 Kyle Barter</li> <li>2,007 Ivonne Perez</li> <li>1,998 Patricia Cicerale</li> <li>1,993 Shane McGregor</li> <li>1,920 Kascey Williamson</li> <li>1,901 Christine Barbour</li> <li>1,867 Enrique Sandoval</li> <li>1,855 Francis Ingulli</li> <li>1,814 Liam Flaherty</li> <li>1,763 Chelsie Otto</li> <li>1,735 James Sherwood</li> <li>1,718 Jeremy Schroeder</li> <li>1,705 Edwin Rodriguez</li> <li>1,684 Eric Thompson</li> <li>1,669 Kamilah Brock</li> <li>1,615 Susan Scott</li> <li>1,593 Joseph Kanaan</li> <li>1,561 DeAnthony Hartman</li> </ul> | <ul style="list-style-type: none"> <li>\$1,545 Andre McCallum</li> <li>1,533 Brandon Johnson</li> <li>1,453 Arthur McIntyre</li> <li>1,425 Roger Rau</li> <li>1,380 Marco Camire</li> <li>1,378 Joshua Kershaw</li> <li>1,329 Luaao Leota</li> <li>1,288 Edward Crocker</li> <li>1,251 Jeffrey Gilliana</li> <li>1,244 Lucan Schmidt</li> <li>1,206 Thorin Somers</li> <li>1,186 George Kamel</li> <li>1,183 Kelsey Roth</li> <li>1,176 John McDougald</li> <li>1,173 Tyler Worstell</li> <li>1,123 Orby Kelley</li> <li>1,117 Reesa David</li> <li>1,103 Jonathan Maxwell</li> <li>1,101 Victor Agurto</li> <li>1,091 Stephanie Kell</li> <li>1,052 Michael Joseph</li> <li>1,047 Tonya Bailey</li> <li>1,021 Jesus Parra</li> <li>1,020 Vincent Meyer</li> <li>1,010 Deryck Webb</li> <li>1,003 Mamdemba Faal</li> <li>997 Joshua Stone</li> <li>979 Oleg Novitchii</li> <li>977 Jeramey Pitman</li> <li>959 Carlos Frazier</li> <li>955 Zane Moore</li> <li>953 Christine DiSanto</li> <li>952 William Robinson</li> <li>950 Ryan Witham</li> <li>943 Matthew Hilton</li> <li>940 Elise Scheurer</li> <li>921 Candice Anderson</li> <li>908 Lindsey Dettwiller</li> <li>903 Jacob Bieber</li> <li>895 Paul Smith</li> <li>890 David Anderson</li> <li>854 Christopher Kennedy</li> </ul> | <ul style="list-style-type: none"> <li>\$846 Travis Stucki</li> <li>834 Heather Berg</li> <li>834 Joshua Crisp</li> <li>828 Philip Roffi</li> <li>826 Erin Moyer</li> <li>824 Bryant Logan</li> <li>808 Eric Snyder</li> <li>803 James Jones</li> <li>802 Lea Jenkins</li> <li>790 Robert Locke</li> <li>779 Michael Licata</li> <li>776 Bernard Ballou</li> <li>776 Calvin Irving</li> <li>775 Clayton Bonner</li> <li>774 Colin Quigley</li> <li>773 Darcy Schrieber</li> <li>772 Eric Brock</li> <li>757 Christopher Murray</li> <li>753 Suzanne McRoberts</li> <li>724 Corey Moore</li> <li>724 Justin Diaz</li> <li>714 Brian Thai</li> <li>689 Alex Normandeau</li> <li>682 Luc Do</li> <li>682 Curtis Young</li> <li>663 Alex Smith</li> <li>661 Horatio Ward</li> <li>661 Samantha Erbe</li> <li>660 Marc Kurzberg</li> <li>653 Micah Focken</li> <li>637 Craig Deeken</li> <li>635 Joshua Garrison</li> <li>624 Lamar Livingston</li> <li>621 Christopher Pabon</li> <li>615 Jennifer Bettis</li> <li>607 Sidney Rodgers</li> <li>598 Gregory VanSuch</li> <li>597 Morgan Lawson</li> <li>596 Charles Firmeno</li> <li>584 Jessica Napiza</li> <li>582 Jennifer Reed</li> <li>576 Heulett Suggs</li> </ul> | <ul style="list-style-type: none"> <li>\$568 Nathan Hunt</li> <li>559 April Rivera</li> <li>558 Ariana Jones</li> <li>555 Tiffney Harmouche</li> <li>535 Derren Chapman</li> <li>531 Nathan Doyle</li> <li>525 James Lawson</li> <li>522 Conrad D'Souza</li> <li>520 Joseph Luminello</li> <li>514 Bryan Froneberger</li> <li>513 Christopher Clark</li> <li>510 Alisha Anderton</li> </ul> |
|---|---|---|---|

- |   |   |  |   |   |
|---|---|--|---|---|
| <ul style="list-style-type: none"> <li>\$3,199 Bradley Weigand</li> <li>2,487 Corey LaVigne</li> <li>2,278 Sami Mogannam</li> <li>2,275 Laurekin Pardovani</li> <li>2,012 Nabil Spahi</li> <li>1,921 Maurice Baritz</li> <li>1,681 Dason Phaul</li> </ul> | <ul style="list-style-type: none"> <li>\$1,608 Mitchell Look</li> <li>1,534 Carlo Bonifazi</li> <li>1,197 Victor Rodos</li> <li>1,182 Bryan Czajkowski</li> <li>1,095 Nicholas Gasparro</li> <li>1,003 Joseph B Smith</li> <li>931 Nicole Conley</li> </ul> | <ul style="list-style-type: none"> <li>\$906 Joseph Faisant</li> <li>800 John Adams</li> <li>788 Eugene Goldberg</li> <li>767 Anna Senra</li> <li>680 Hector Sartori</li> <li>670 Adem Abdula</li> <li>635 Rashidah Henriques</li> </ul> | <ul style="list-style-type: none"> <li>\$605 Timothy Byrnes</li> <li>602 Gordon Reed</li> <li>568 Olga Tsymbal</li> <li>547 Paul Helling</li> <li>546 Abdel Alkurdi</li> <li>542 Wilmer Soto</li> <li>539 Nikki Crosby</li> </ul> | <ul style="list-style-type: none"> <li>\$535 Samson Adelufosi</li> <li>518 Andrea Yee</li> <li>518 Ashley Bodnar</li> </ul> |
|---|---|--|---|---|



**4 BONUS TOTAL: \$4,109,356**

<b>WORLD'S GREATEST</b> \$2,097,539	<b>LEADERSHIP</b> \$1,689,911	<b>SA/GA TRAINING</b> \$260,128	<b>REINSTATEMENT</b> \$61,778
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All qualifiers listed achieved at least \$500 in bonus totals



# MILLION DOLLAR CLUB

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Congratulations on your achievements.



**David Ramirez**

Foti Agency

Contract Date 05/15/07

Qualified December of 2015

\$1,001,801 of Net ALP

## FOUNDERS CLUB

### December Qualifiers — Outstanding Producers & PR Representatives:



**Erez Shabtay**

SGA: Steve Greer  
# of Qualifications: 15  
Net ALP: \$165,583  
Ret: 95.7



**Ryan Kendl**

SGA: Altig-Orlovic  
# of Qualifications: 13  
Net ALP: \$145,901  
Ret: 94.5



**Joey Kennedy**

SGA: Altig-Orlovic  
# of Qualifications: 4  
Net ALP: \$113,642  
Ret: 78.2



**Muhammed Ashraf**

SGA: Theodore Pappas  
# of Qualifications: 2  
Net ALP: \$111,711  
Ret: 86.8



**Lora Beronja**

SGA: Chris Hernandez  
# of Qualifications: 2  
Net ALP: \$76,731  
Ret: 83.5



**Gian Trinidad**

SGA: Altig-Orlovic  
# of Qualifications: 2  
Net ALP: \$71,030  
Ret: 82.0



**Marco Camire**

SGA: Imran Satti  
# of Qualifications: 1  
Net ALP: \$63,004  
Ret: 77.1



**Scott Remmey**

SGA: Giglione-Ackerman  
# of Qualifications: 12  
Net ALP: \$52,442  
Ret: 90.6

## DIRECTORS OF THE MONTH



**Sales Director of the Month** ★ ★ ★

**Kevin Dunn**

Kevin had 49.4% growth over December of 2014



**PR Director of the Month** ★ ★ ★

**Michelle Baxter**

Michelle is the Top PR Director with 53.2% Lead Growth.

# CONGRATULATIONS AND WELCOME!



**Steve Greer**

President, AIL & NILICO

### FIRST WORDS FROM THE NEW PRESIDENT:

**A**FTER ALMOST 15 YEARS IN THE field, I am super excited to assume my new role with the Home Office. I'd be lying if I said it hasn't been just a tad humbling. These first few weeks can really best be described as a whirlwind and it's not likely to end any time soon. This is an exciting time to be part of American Income and National Income!

In the coming weeks, I'll be hitting the road with the goal of visiting all our field offices — kind of like a rock n' roll tour, but one-day stands. I look forward to meeting those of you I don't know yet and getting to know those I do even better. During these visits, I'll be listening to your goals and ideas, learning from everyone, as well as sharing my own goals and vision.

It's a privilege to serve as your President and I am committed to helping each of you make a big IMPACT!

See you soon! ☺





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ancient city of the Mayan Civilization

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SPANISH!**

**CIUDAD**

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